First Copy

A National Newspaper for Every Branch of the Industry

Automotive Daily News

CARS · SHOP EQUIPMENT · TRUCKS · AVIATION · PARTS · ACCESSORIES · TIRES

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Library

SEPTEMBER CAR SALES WERE SPOTTY

Automotive Plants Expected To Show Employment Gains Within the Next 30 Days

Other Industries Show Seasonal Increase and Outlook Is Somewhat Brighter for Car and Accessories Makers

Special from A. D. N. Washington Bureau

WASHINGTON, Oct. 16.—Seasonal influences were largely responsible for the increase in employment which occurred in the last thirty days in certain sections of the country.

The level of production and employment in iron and steel plants showed little change. However, the outlook was regarded as somewhat brighter in this industry, with the prospect of the automotive industry speeding up production in the next thirty days.

During September plants manufacing automobiles and automobile accessories remained on a curtailed production basis, which has resulted in unemployment among these mechanics, according to a statement issued today by the Department of Labor.

Conditions in the automobile industry continued to be felt in the rubber-tire factories, many of which worked part time.

There was a slight increase in employment in Michigan during the last thirty days. However, the supply of labor throughout the state continued considerably in excess of all requirements. Part-time schedules prevailed in several branches of the automobile industry.

Most of the plants in Detroit manufacturing automobiles and accessories operated with reduced forces and part-time schedules prevailed. Part-time employment remained quite general in all industries in Detroit.

All plants in Flint were reported

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SEPTEMBER BALANCE OF TRADE IMPROVES

Washington, Oct. 16.—Merchandise exports of the United States during September totaled $318,000,000, the Department of Commerce announced. This total compared with $300,000,000 in August and $437,163,000 in September, 1929. Imports in September amounted to $227,000,000, compared with $217,000,000 in August and $351,304,000 in September of last year. The balance of trade for September in favor of the United States totaled $91,000,000, compared with $83,000,000 for August and $85,859,000 for September of last year.

In an analysis of the month's trade, the Department of Commerce stated that the fall in commodity prices during the last year, estimated to average about 14 per cent. accounted in part for the decline in foreign trade. The increase in imports during September was believed by the department to be accounted for by "the purchases of raw materials and the larger takings of coffee. This is regarded as a significant development."

BUSINESS REVIVAL SEEN AT INDUSTRIAL PLANTS IN SOUTHWESTERN N. Y.

Jamestown, N. Y., Oct. 16.—Production schedules at industrial plants in southwestern New York have reflected the waning depression in general business more noticeably since the turn of the month, especially with such representative concerns as are engaged in the manufacture of metal equipmet and material for the automotive industry. Another encouraging sign of business revival in the district is the return of the woodworking factories, the mainstay of industry here, to more normal working sheets.

The Crescent Tool Company, manufacturer of wrenches, pliers, etc., this month is maintaining its regular working sheet of five days a week. For several months prior to September 1 this concern was operating on curtailed schedules of three and four days a week. Return of the company to normal output is regarded as a factor in revival of industry here.

Output at the plant of the Two-Way Shock Absorber Company in Harrison Street, Jamestown, has been materially increased with the recent completion of a one-story addition, which has permitted practically doubling of plant capacity. Production schedules are being steadily maintained and enough new business has been received to keep the factory busy well into 1931.

The Dahlstrom Metallic Door Company and the Jamestown Metal Desk Company are operating their plants in this city at close to capacity. Important orders have been received for interior metal trim from several automobile manufacturers.

LEDWINKA OF BUDD MFG. RETURNS FROM ENGLAND

Philadelphia, Oct. 16. — Joseph Ledwinka, chief engineer of the Edward G. Budd Manufacturing Company of this city and Detroit, returned recently from England, where he visited the Pressed Steel Company of Great Britain, which is affiliated with the Budd organization.

Mr. Ledwinka's visit was in connection with the introduction by the British concern of three new models of bodies for two of the most important British car manufacturers. Two of these models are of the Budd one-piece, all-steel type.

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DEALER REPORTS DISCLOSE UNEVEN DEMAND FOR CARS

Upturn Noted in Some Cities, but Others Show Downward Tendency; More Even Distribution in Some Cases

NEW YORK, Oct. 16.—As dealer reports of September sales continue to come in, it is apparent that conditions among the retail dealers in that month were spotty. In some parts of the country sales took an upward turn, while in other sections the trend was downward.

From Western Connecticut come reports of slight gains in September over August, while in Indianapolis there was a tendency for sales to spread out over a larger price range, with an evening up in favor of the medium priced cars. Business was fair around Duluth, Minn., and in Buffalo, N. Y., sales were the lowest since January.

BRIDGEPORT, CONN., Oct. 16.—The month of September brought a slight but nevertheless extremely welcome rise in automobile sales volume in the western Connecticut territory. This section, heavy industrial for the most part, has suffered severely from the depression, but with increases in working time noted in many of the factories, the clouded skies are beginning to clear.

A survey of leading dealers in Bridgeport, New Haven, New Britain, Waterbury and Meriden discloses a rising tide of optimism on the part of most dealers. While new car sales are still below normal, the recent introduction of new models in several lines has stimulated interest. Used car stocks in many cases are below last year. Dealers are rapidly learning the necessity of paring allowances and making frequent write-downs on stock on hand.

The new Studebaker models are selling fairly well, William J. Gruber of the F. L. Mills Company, Bridgeport, reports. Used cars are moving satisfactorily. This dealer-

(Continued on Page 2)

NO MORE LABOR CUTS BY GOODRICH, SAYS TEW IN DISCUSSING OUTLOOK

Akron, O., Oct. 16.—J. D. Tew, president of the B. F. Goodrich Company, on issuing a formal statement today on the company's labor survey, remarked: "So far as we now know, there will be no further curtailments at Goodrich between now and the first of the year. Should there be occasion to rehire men they will be selected from among former Goodrich employees here in Akron."

The formal statement says of the labor survey:—

"Inventories are continually under observation. Wherever increased sales are indicated they are being anticipated by increased production. In certain departments a plan of labor rotation was put into operation where it was found that this method would fulfill production needs, in order to retain at the same time the majority of the personel.

UNIT CORP. OF AMERICA GETS $100,000 ORDER

Chicago, Oct. 16.—The forgings division of the Unit Corporation of America has received an order from Oliver Farm Equipment Company amounting to $100,000 for forgings to be used in tractors being manufactured by Oliver for the Russian Soviet government.

La France-Republic Starts Production on New Truck

ALMA, Mich., Oct. 16.—The La-France - Republic Corporation announces a new model H-2 truck, 15,000 pounds straight rating capacity, 3½ to 4 tons pay load capacity, according to an announcement by Vice-President F. D. Soper. Production has already started on this new model, and deliveries to the La France-Republic distributing organization are now being made.

Model H-2 replaces models H-1 and L-1, and incorporates many new improvements in mechanical construction as well as in appearance. This model has an 88 horse power, six-cylinder Lycoming motor. In addition, speed, power and quick acceleration are assured through this 3⅞x5 engine. The frame is eight inches in depth from front to rear, with a three-inch flange and ¼-inch stock, and is generously cross-braced.

The new floating contact type of rear springs is built into this model. The spring brackets float on the main spring leaves, all of the drive being taken through radius rods. The H-2 is also equipped with four-wheel hydraulic brakes, internal expanding, and Timken bevel-gear, full floating rear axle No. 58200H.

Motor power is transmitted to the rear axle through a Fuller transmission mounted in unit with the motor. Available at extra charge are two five-speed units, one having an extremely low gear ratio in first speed, the other having an overdrive feature as one of the five forward speeds.

The overdrive is of particular value to the truck owner who must make one way of a round trip without a load and wishes to increase his road speed without turning the motor beyond its most effective r. p. m.

The chromium plated drawn steel radiator is of the high, narrow type and this trend is followed in the hood, cowl and factory-built cab

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Austin Boosts Price; To Add Roadster Model

BUTLER, Pa., Oct. 16.—Effective October 15, the price of bantam Austin coupes was advanced $20, the American Austin Car Company announced here today. The list price of this newcomer in the automotive world, which drew more than 2,500,000 people to its debut some months ago, will be increased as of that date from $445 to $465, f. o. b. Butler, Pa.

Within the first few months after the bantam Austin appeared at the principal automobile shows and in dealers' exhibition rooms, 200,000 cars were contracted for. The production capacity of the Butler plant is approximately 60,000 cars a year under normal schedules. Today bantam Austins are to be seen skimming along American highways and by-ways from Maine to the Golden Gate. Despite the general depression in the automotive industry, the bantam Austin car made an immediate market appeal and sales are continuing normally.

The notice of an increase in the price of the Austin coupes, it is indicated, precedes the announcement of a bantam sport roadster which, it is expected, will be placed on the market by the American Austin Car Company during November. The price of the roadster will be $445, f. o. b. Butler, Pa. Special attention has been centered on the bantam Austin because of the solution it offers to traffic and parking problems and because of its remarkably low operating cost, estimated at ¾ of a cent per mile.

Sept. Brings Welcome Upturn In Sales in Western Connecticut

(Continued from Page 1)

ship has not been bothered by any used car problem, Mr. Gruber says.

Both new and used car sales are slow at the Arthur L. Clark Company, Bridgeport, Buick dealership, is the report.

Business in both new and used lines is as good as during any month in the past year, according to Richard Peabody, president of Fairfield Motors, Inc., Ford dealership of Bridgeport. L. J. Guilbeau of the Guilbeau Motor Company, central Ford dealership on Gilbert Street, reports sales very slow, with a decided downtrend during the last two months. Exercise of care on trade-in allowances has helped the used car situation materially, he says.

Stewart Motor Company, Bridgeport, Willys-Knight, Whippet and Austin dealership, has sold a number of Austins, and prospects are good for that make. Used car sales are fair.

Since the introduction of the new Buick new car sales have reached practically the same level as in 1929, according to H. R. Hotchkiss, president of the Waterbury Buick Company, Waterbury. The dealership's used car stock is less in dollars and cents than in September of last year, with units about the same.

Both new and used car sales have been spotty of late, J. P. Geghan, president of the Geghan-Allerton Company, Waterbury, Studebaker-Pierce-Arrow dealership, says. The new free-wheeling Studebakers are going well, but only the cheaper used cars are moving at all, he reports.

Christmas business will prove a great boon to dealers in the belief of Frederick G. Loehmann, president of the Loehmann Chevrolet Company, Waterbury. New car sales are fair. The used car stock is in good condition, with only twenty-nine on hand. Most of the trade-ins are on the better type of used cars, Mr. Looehmann finds. He has made a policy of going over all used cars monthly for write-downs on depreciation, and doesn't want any car in stock over ninety days.

Signs of improvement are noted by Harry G. Reynolds, general manager of the Waterbury Nash Company. New car sales were 50 per cent. better in August than July. The used car stock is 20 per cent. higher than in 1929. Sales are off 5 per cent. on used and 30 per cent. on new cars as compared to last year. Mr. Reynolds looks for a strong recovery next spring.

M. A. Doolittle of the Waterbury Reo and Austin dealership bearing his name says there is considerable interest in the new Reo line, with excellent sales prospects for later in the fall. The used car stock is below 1929, with only four on hand. Mr. Doolittle makes a policy of cutting prices drastically to unload used cars. "It's better to take a loss now than keep a car hanging around and take it later anyway," he says.

Sales More Evenly Distributed In September in Indianapolis

INDIANAPOLIS, Oct. 16.—A tendency toward more even distribution of new car sales over the entire list was noticeable in the September registration list just released here for Marion county (Indianapolis). The move has become evident during the late summer months prior to which time the Ford and Chevrolet totals accounted for 55 to 65 per cent. of the sales each month.

Although it had generally been assumed, or rather hoped, that August would prove to be the bottom of the downward glide of registrations totals which has been in progress in this area since the peak month of March, September brought forth an even smaller figure, but the five volume leaders of the previous month sustained reverses which more than equaled the drop of 115 cars.

The Ford-Chevrolet combination lost 88 cars, accounting for only 48½ per cent. of the total, compared with 52½ in August and 54 for September a year ago, and while Buick, De Soto and Plymouth, completing the first five of August, dropped slightly with a combined loss of 36 cars, numerous others, principally those which have recently been involved in price adjustments, showed decidedly better tones. New models by Cadillac, Pierce-Arrow and Packard also appeared to have brought new buying interest into the high priced field and the total for this group showed a decided improvement in percentage over August. Studebaker, also presenting new lines recently, showed an increase.

Hudson, Reo, Nash, Marmon and Roosevelt, all of which are involved in clean-up drives pending the introduction of 1931 models, reflected strongly the stimulus of bargain prices and bore out the feeling that the motoring public, like all other buying factions, is seeking more for its dollar. The Willys-Overland line also moved upward with the opening of the retail department of the new distributorship which came into the field after the Toledo company had been practically without local representation for several months.

Exactly half the list held its ground or showed gains over August and fewer succeeded in topping September a year ago, when the total was 45 per cent. higher. In the latter group, however, were Auburn, Buick, Franklin, Lincoln, Oakland, Plymouth, Reo, Roosevelt and Willys. Those exceeding August's sales were Auburn, Cadillac, Graham, Hudson, Hupmobile, Marmon, LaSalle, Jordan, Packard, Roosevelt, Studebaker, Viking, Willys, Willys-Knight and Whippet. Austin, Durant, Pierce-Arrow and Stutz stood still.

In the truck division Ford and Chevrolet both gained a little ground at the expense of the heavier lines of commercial cars, while the total showed a nominal recession. The leading makes divided 98 sales out of a total of 117 trucks.

DULUTH, Minn., Oct. 16.—While new automobile sales in September in Duluth in several cases were below those of 1929 and while the sales that were made were not startling, a survey of the leading dealers in Duluth reveals the fact that some dealers did do a fair business in new automobiles in September.

The appearance of several new models has stimulated interest in the buying public and this has brought about good prospects for several of the dealers which will result in a good pickup in new automobile sales as far as Duluth is concerned within the near future and judging by the good prospects that several dealers report, orders for spring delivery will and should show a healthy increase in sales.

The used automobile business in September did not break any records and dealers are making every effort to keep stocks reduced as low as is possible, though one dealer reports that he had to advertise for used automobiles during the week of September 28.

The report of the Northern Motor Company, Oldsmobile and Viking dealer in Duluth, is one of the bright spots in the retail sales of

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LA FRANCE-REPUBLIC OFFERS NEW TRUCK

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design, so that the completed unit is unusually attractive in appearance and finds favor with today's discriminating buyers, who look to beauty of line as well as to mechanical specifications.

Standard tire equipment is 34x7 heavy duty pneumatic tires, with dual rears, or 8.25x20 balloons at the option of the purchaser. Other tire equipment is available to meet the individual needs of the customer.

Comfort of the driver has been cared for in the roomy, three-point suspension cab with its comfortable seat and back rest, and in the convenient arrangement of the operating controls and instrument board. Lessening of driver fatigue has also received due consideration—the fully inclosed hydraulic brakes insure quick stopping in any traffic and on any road. The effort of the driver in applying the brakes has been lessened by 40 per cent. through the use of a vacuum booster. This is of vital importance when considering today's high road speeds, when the truck must stop with the quickness and ease of the passenger car.

"The H-2 is the result of exhaustive factory tests and experimental work," states Mr. Soper, "and in addition several of these units have been placed in actual service with La France-Republic owners, and their unbiased reports on performance have been the guiding factors in determining the units to go into the Model H-2. These tests by owners have been run for the past six months, and it was only after their completion that formal announcement of the addition of the H-2 to the La France-Republic line was made."

STUDEBAKER MECHANICS IN CAROLINAS ATTENDING SPECIAL SERVICE SCHOOL

Columbia, S. C., Oct. 16.—The Studebaker Corporation is holding in Columbia a service school for the benefit of mechanics employed by Studebaker dealers in South Carolina and part of North Carolina, the Morris Motor Company, Studebaker distributor here, announces.

Many thousands of dollars' worth of special equipment and models of Studebaker cars are on exhibition, and mechanics have the benefit of the practical knowledge gained in ascertaining the cause and the effect, as well as the remedy, for any troubles that can possibly be experienced with Studebaker motor cars.

This special Studebaker equipment is carried through the country in a Studebaker bus arranged primarily for this service and carrying a load of 20,400 pounds, exclusive of the weight of the bus itself.

EX-CELL-O LETS CONTRACT FOR NEW TOOL BUILDING

Detroit, Oct. 16.—Ex-Cell-O Aircraft and Tool Corporation has awarded the contract for the design and construction of a new unit for the Continental Tool Division to the Austin Company, Cleveland.

The new plant, which will be erected at 5835 Martin Ave., adds additional manufacturing floor space to the Continental Tool Division. The new building is 53 by 190 feet, one-story steel frame construction.

C. C. MOTOR COMPANY FORMED AT RALEIGH

Raleigh, N. C., Oct. 16.—C. C. Motor Company has just been organized here with an authorized capital of $100,000, of which $300 has been subscribed. Incorporators of the new concern, which proposes to engage in the business of buying, selling and exchanging automobiles, are R. W. Smith, Penn Marshall and Harriet Parks Marshall, all of Raleigh.

MANN MOTOR COMPANY EXPANDS IN BREMERTON

Bremerton, Wash., Oct. 16.—The H. G. Mann Motor Company, Buick dealer here, has expanded its activities and taken over the entire Mehner Building here.

SPARKS *from* DETROIT

Erickson Beats Fate

* * *

Detroit Fund Grows

* * *

A New Service Stunt

Chris Sinsabaugh—Detroit Editor

"IF you are looking for a human interest story why don't you tell about Harry Erickson, our dealer at Bloomer, Wis.," said W. A. Blees, vice-president in charge of sales of Oakland-Pontiac. "There's an unusual story of an uphill fight against the long odds.

"Fifteen years ago Erickson suffered complete loss of sight, and two years of medical and surgical attention failed to help him. Most men would have given up then, but not Erickson. He borrowed enough to buy a cylinder reboring machine, rented an old barn and started in developing the business of fitting oversize pistons in motor blocks. You wouldn't think a blind man could do this, would you? But Erickson proved he knew his business, and then, becoming ambitious, he opend a general repair shop, which proved a success.

"Doing the work himself, he soon was recognized as one of the best automobile repair men in that district. Despite his blindness, he could tell more about a motor merely hearing it run than the average mechanic could determine after taking it apart.

"Three years ago he took on the Oakland-Pontiac and with some one else driving for him he called on prospects and gave demonstrations. His business increased so rapidly that he has moved it into a substantial concrete building, added tires, batteries and a gasoline filling station to his sales and service business and now is one of the substantial business men of his town."

* * *

DETROIT right now is raising its community fund for the coming year. Energetic committees are busy, and it would seem that the well-to-do are responding more liberally than ever before, because of the business depression. One of the first big contributions, made before the actual drive starts next week, came from the Fisher brothers, who have given $125,000, which is $25,000 more than they pledged last year. The General Motors Corporation, too, has added an extra $15,000 to last year's contribution, its check for the new fund being for $100,000. Mr. and Mrs. Edsel Ford increased from $115,000 to $130,000, and Mr. and Mrs. James Couzens increased from $100,000 to $120,000.

* * *

THAT grand old car, the first Packard, has been robbed of the glory of a last trip over the road before being glass-encased in the new engineering building at Lehigh University, to which the late J. W. Packard contributed money for its construction. H. F. Olmstead, head of Packard publicity, who had planned to pilot the patriarch over the road from Detroit to Bethlehem, lost this opportunity to prove his driving skill. It was found nevessary at the last minute to ship the graybeard by freight, and so that's the way it went. Lehigh opened the new engineering building on Thursday of this week, and the ancient Packard was installed in its glass all-time garage with appropriate ceremonies.

* * *

RUNNING a vacuum cleaner over the cushions, door panels and carpet of the car while other attendants are taking care of the gasoline and oil is a new service at filling stations and service stations, I am told.

No charge is made for this vacuum cleaning, the proprietor of the station "getting his" through the creation of good will with the customer. Big oil companies are adopting the plan, too.

This plan has become operative through the activities of the manufacturers of Sanivac, a vacuum cleaner radically different from the ordinary type in that it is run by water power instead of electricity. It is operated on the city water system. Water enters a two-inch pipe about six feet long. At the end of this pipe is a patented valve which permits the water passing through the valve to create a powerful vacuum. This vacuum is broken by the suction head of a flexible pipe, which has at the end a conventional vacuum cleaner of suction head. Located in the head is a glass observation dome in which the onlooker can see the dust and dirt sucked up by the cleaner. As this dirt is swept along the vacuum line, it meets the water which is creating the vacuum and is swept into the pipe which carries off the water and thence into the sewer.

Automotive Plants Expected To Show Employment Gains

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in operation except those seasonally closed at this period of the year. Automobile factories and automobile accessory plants remained on part-time with reduced forces. Work continued on several large building projects.

An automobile body factory in Bay City closed as plant operations have been moved to another locality. Practically all industries in Pontiac were in operation, but on part-time schedules in most instances. Operations and employment in the foundries and machine shops, automobile body plants and automobile factories continued below normal.

In Lansing the majority of industrial plants operated on a restricted production basis, particularly the automobile and accessories factories.

Employment in Ohio showed a slight improvement in the last thirty days, with prospects that it will continue throughout October. Production in the automobile and accessory factories, tire and rubber plants and iron and steel mills remained below normal.

Reduced forces were employed in the majority of factories in Akron. Employment in the tire and rubber industry remained dull and a surplus of this class of labor existed.

Part-time schedules prevailed in nearly all of the Toledo plants, and a general surplus of labor was apparent.

Manufacturing activity continued below normal in Columbus, one automobile plant operating on a three-day-week basis.

Condensed reports from other automotive centers follow:—

ILLINOIS

A number of factories worked part time with curtailed forces engaged, including automobile accessory factories and iron and steel mills.

Chicago—While production schedules were increased and slight gains in employment occurred in some industries, operations in a number of plants were still restricted. Automobile accessory factories and alloy-steel products continued on restricted schedules.

INDIANA

While several localities reported a slight improvement, curtailed operations and part-time employment prevailed in many industries, including automobile and accessory plants.

South Bend—Practically all industries were in operation, but on part-time schedules in most instances.

Anderson—Part time continued in several of the leading factories.

Kokomo — Some unemployment was apparent, more particularly among unskilled workers.

Indianapolis—Operations in a number of plants were still restricted, although production schedules were increased somewhat.

WISCONSIN

All of the principal industries operated with some curtailment of schedules of forces. Several plants reported part-time employment, including automobile and accessory factories.

MASSACHUSETTS

While operations in the majority of industrial plants continued below normal, activity and employment showed a slight upward trend. Resumption of operations was reported from all sections of the state, including factories manufacturing automobile bodies, and automobile tires.

NEW YORK

A slight improvement in the industrial situation occurred in several major industries. However, production and employment in the iron and steel industry showed no appreciable change, while the automobile industry and a number of plants manufacturing accessories worked on restricted schedules.

Buffalo—Industrial employment continued at a low level. The automobile industry and plants manufacturing accessories continued operating part time with reduced forces in most instances.

Rochester—Part-time employment prevailed in many plants and several operated with reduced forces, notably factories manufacturing automobile accessories.

Syracuse—Employment in the steel mills and automobile factories remained somewhat below normal.

Yonkers—Operations in practically all of the major industries remained below normal. Employment in automobile plants showed no marked change.

NEW JERSEY

Employment increased slightly in some of the principal industries. However, a large number of factories operated on curtailed schedules.

Newark—While the trend of manufacturing activity and employment showed little change, signs of improvement were apparent at the close of September and the outlook for the next 30 days was somewhat more favorable.

Trenton—The majority of industries operated on curtailed schedules, the tire-tube and mechanical rubber departments of the rubber industry working with reduced forces.

Elizabeth—A large factory which has been idle for some time was scheduled to reopen, giving employment to many men.

PENNSYLVANIA

While a slight upward trend in manufacturing activity occurred in some lines, some unemployment was apparent in virtually all localities. Production in the steel industry increased slightly, while employment in plants manufacturing automobile trucks and automobile parts and accessories continued below normal.

NEW GRAHAM DEALER AT ELIZABETH, N. J.

Elizabeth, N. J., Oct. 16.—Kish Motor Sales, 409 North Broad St., this city, has been named as Graham dealer in this vicinity.

G. W. DENTON JOINS PACIFIC MOTORS, LTD.

Los Angeles, Oct. 16.—G. W. Denton, who for five years was associated with Arron De Roy, Hudson-Essex distributor of Detroit, and for the past year with Walter M. Murphy Motors Company, distributor of the same line in southern California, has become sales manager for the Pacific Motors, Ltd., Southwest Hudson-Essex metropolitan dealer here, located in Huntington Park.

BUTTERS MOTOR COMPANY TO SELL GRAHAM-PAIGE LINE

Rockford, Ill., Oct. 16.—Incorporation papers have been issued the Butters Motor Company, newly organized automobile firm, which takes over the Graham-Paige dealership here, with sales and service quarters at 313-17 South Church St. Harley S. Butters, former sales manager for the Woodward Motor Company, will be general manager and C. A. Pedderson and Selma Jepsea are associated with him in the company. The firm has $20,000 authorized capital.

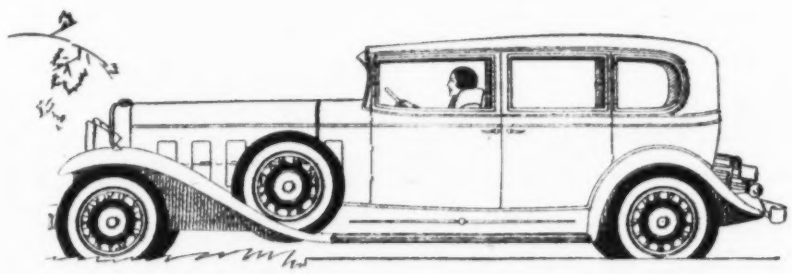
ROBERTSON SALES COMPANY NEW OAKLAND DEALER

Indianapolis, Ind., Oct. 6.—Dave Robertson, head of the Robertson Sales Company, 2705 East Washington St., has been appointed associate dealer for the Oakland-Pontiac line, according to announcement made by W. J. Robinson of Robinson-Thompson, Inc., distributor.

HEAD OF WYATT MOTOR DIES AFTER ACCIDENT

Meadville, Pa., Oct. 16.—M. E. Wyatt, president of the Wyatt Motor Agency, Chevrolet dealership, died early this week in a hospital at Memphis, Tenn., following injuries sustained in an automobile accident near Marion, Ark. He was 59 years of age and one of the most prominent automobile dealers in northwestern Pennsylvania.

TWELVE CYLINDERS



Presenting the New

CADILLAC V-12

WHEELBASE 140-143 INCHES. PRICES FROM $3795 TO $4895 F. O. B. DETROIT

Cadillac now rounds out complete coverage of the fine car field with the new V-12—powered with an engine of the same type and built to the same standards as the V-16, but having 12 instead of 16 cylinders. In performance, there is nothing that surpasses this modish and luxurious car, save the Cadillac Sixteen itself. Ten body styles with coachwork of rarest beauty by Fisher and Fleetwood. The V-12 is the third complete line bearing the name Cadillac, and the fourth in a distinguished family of fine cars

CADILLAC MOTOR CAR COMPANY

Division of General Motors

Detroit, Michigan

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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Thrift

LAST year Americans in general forgot most of the lessons in thrift that they had learned over a period of years. They bought all sorts of things necessary and luxurious with a merry abandon. Prices were somewhat high in many lines, as they usually are during a boom.

Then, to borrow a hard-worded phrase from the movies of yesterday, came the stock crash and the business recession.

When the business slump got fairly under way, many Americans who had been buying generously, lost their positions, though, of course, the vast majority kept their means of livelihood, reduced somewhat perhaps from the level of 1929. Those who kept their positions relearned hastily their habits of thrift. They began putting something away for a possible rainy day. Our savings bank deposits showed this (this type of account is nearly a billion dollars ahead of its total last year), and the insurance companies have enjoyed a banner year.

Taken all in all, this sudden return of habits of thrift was an excellent thing after our orgy of free spending. But there comes a time when thrift carried to far becomes profligacy. Money in the bank is a good thing, but money out and working is a still better thing, especially for the country as a whole.

The sudden return of thrift to American homes has shown its inevitable result in falling prices. Today many necessities of modern life, actual contributions to the efficiency and progress of the country have reached prices that laugh at deposits tucked away in savings banks.

In our own field, motor vehicles of the highest quality are selling at prices that ought to tempt savings bank deposits from their lurking places. America needs more and newer motor transportation to help it back over the road to renewed prosperity. Purchase of a new motor vehicle at this time is an investment in increased efficiency, and there never has been a time when the automotive dollar would purchase so much as it will at the present moment.

Automobile dealers may profitably explain this to prospective customers. The next few weeks are the dullest sales period of the year. But this year many cars and trucks have been operated beyond their normal life in the first owner's hands. The time when replacement becomes an absolute necessity is fast approaching. Every man who buys a motor vehicle now is contributing to the return of general prosperity as well as increasing his personal efficiency at the time when he needs all of that imponderable influence in his life that he can get.

Eight-Cylinder Progress

TRULY the progress of the eight-cylinder car during 1930 has been remarkable. At the moment, six companies are not listing eights among their offerings. These are Austin, Ford and Plymouth, which concentrate on the four, and the Chevrolet, Franklin and Durant, which hold to the six as their only offering. If we count Plymouth as part of the Chrysler and Chevrolet as part of General Motors and allow for Mr. Ford's eight-cylinder Lincoln, we have only three manufacturing organizations which are not marketing an eight-cylinder car.

It looks reasonably certain that we are going to see a battle between the sixes and the eights, comparable to the one once fought out between the sixes and the fours. Obviously, with Ford still producing quite a few fours and Plymouth and Austin doing very well, thank you, no one can say that the four has even now been driven off the field, but the six is the leading power plant of the present day in point of number of makes and lines employing it. And all this, messieurs et madames, is progress.

Car Builders Do Better Than in 1921 Depression

NEW YORK, Oct. 16.—It has been recognized for some time in the automotive industry that manufacturers are making every effort to avoid overproduction this year by shipping to dealers only sufficient cars to fill their absolute requirements. They have been doing this even at a loss of profits that they might make at the expense of dealers by loading them up with nothing more than normal stocks of cars.

The manufacturers, however, know that to force dealers this year in an effort to increase their profits would only mean trouble in 1931, and it is no secret that for the last few months the manufacturers have been giving more attention to next year than to the remaining months of 1930.

One has only to go back as far as the most recent serious industrial depression, that of 1921, to obtain evidence of the ability of the automobile industry to make a speedy recovery from a poor year. Therefore, there appears at this time no real reason why the industry should not, in 1931, show excellent profits, with large gains over the earnings for 1930.

In 1921, the automotive manufacturers were much worse off as far as cash position and earnings are concerned than they have been this year. That is all the more reason why 1931 should be a big year, not abnormally large, such as 1929, but certainly comparing favorably with 1927 and 1928.

In view of the fact that the readjustment in the automotive industry got under way well before the end of 1929, there is reason to believe it should be well completed by the end of this year. It will be recalled that despite the record-breaking production and sales of 1929, earnings in all cases did not reach new peaks.

General Motors is an illustration of this. Its per share earnings on the common stock in 1929 amounted to $5.49, as compared with $6.14 in the preceding year. That is in line with the record of the big corporation during the depression at the beginning of the present decade. The earnings in 1919 were $60,000,000, a new high record, and in 1920 they dropped to $37,750,000. Then in the year 1921, when the depression was at its height, the company reported a deficit of $38,680,000.

Thus far the record of General Motors has followed, to a certain extent, the trend of 1919, 1920, 1921. As pointed out, 1928 earnings were at a new peak at $6.14 a share on the basis of the present capitalization. Then came the decline in 1929 to $5.49. This year, however, being forecast as the worst of the current depression, will not see a deficit by General Motors, as in the case of 1921. Earnings are being conservatively estimated at around $130,000,000 for the year, which would amount to about $3 a share on the common stock. That is the lowest estimate thus far placed on the corporation's net income for this year.

As to General Motors' record in 1922, the first year of recovery in the post-war deflation period, the corporation showed a net income of $54,474,000, as against the deficit of $38,000,000 in 1921 and the record-breaking earnings of $60,000,000 in 1919. Whether the recovery of 1931 will reach the proportions of 1922, of course, remains to be seen, but in the light of past history the earnings of the company certainly approach $200,000,000, or more than $4.50 a share.

A scanning of past earning records of some of the other important vehicle manufacturers reveals that in 1922 the net income of Hudson was $7,242,677, as compared with a net of only $915,000 in the preceding year and $1,156,000 in 1920.

Maxwell Motors, predecessor to Chrysler, reported net income of $831,000 in 1922 after a deficit of about $400,000 in the preceding year.

Packard reported net earnings of $2,115,000 in 1922, as compared with a deficit of $3,487,000 in the year of depression.

Studebaker, it will be recalled, stood up remarkably well during 1920 and 1921, reporting net income of $9,822,000 in 1920 and $10,409,000 in 1921 and then showing $18,086,000 in 1922.

Mack Trucks, Inc., in 1922 reported a net income of $3,952,000, as compared with only $126,000 in 1921.

It is certain that in all cases, with the exception of Studebaker, these companies are making better records this year than in the similar year of 1921. Thus it may be confidently expected that they will show better recoveries next year.

OTHER FINANCIAL NEWS

YOUNG SPRING AND WIRE

L. A. Young Spring and Wire Corporation reports for nine months ended September 30, 1930, net profit, including $41,462 profit on purchases and sale of corporation's own stock, of $1,301,538 after charges and Federal taxes, equivalent to $3.15 a share on 412,500 no par shares of capital stock, as compared with $2,076,210, or $5.03 a share in the first nine months of 1929.

For quarter ended September 30 last, net profit was $220,884 after charges and taxes, equal to 53 cents a share, comparing with $563,769, or $1.37 a share in preceding quarter and $551,885, or $1.34 a share in September quarter of 1929.

HUDSON

The number of holders of floating stock of the Hudson Motor Car Company has more than doubled in the last eighteen months.

The increase, A. Barit, treasurer of the company, said, denotes that while there is still considerable public participation in the market, such participation is along infinitely more conservative lines. Many of the new stockholders have made a thorough analysis of the financial position over the 22-year Hudson-Essex history, in addition to testing the quality of the company's products and convincing themselves of the ability of the company to meet present conditions.

CITIES SERVICE

Earnings of the Cities Service Company for the twelve months ended September 30 were equivalent to $1.46 a share on outstanding common stock, as compared to $1.13 a share earned during the comparable period last year, it was announced yesterday. Net earnings for this period were $58,130,186.

The company's net earnings for September, 1930, were $4,685,364, an increase of more than 27 per cent. over the same month last year. Net to stocks and reserves for September, 1930, were $3,661,772, an increase of 20 per cent. over September, 1929. Net to common stock and reserves for September, 1930, amounted to $3,048,309, an increase of 23 per cent. over September, 1929.

SEAGRAVE CORPORATION

Seagrave Corporation reports for nine months ended September 30, 1930, profit of $75,116 after expenses and other deductions, but before Federal taxes. This compares with net profit in first months of 1929 of $222,822 after expenses, Federal taxes, etc., equal, after allowing for dividend requirements on 7 per cent. preferred stock, to $1.41 a share on 120,170 shares of no-par common stock.

Profit for the quarter ended September 30, 1930, was $45,127 before Federal taxes, comparing with profit of $71,436 in the preceding quarter and net profit after Federal taxes of $94,221, or 63 cents a share on the common stock in third quarter of the previous year.

W. A. HEALY, JR., JOINS GENERAL TIRE SERVICE

Hartford, Conn., Oct. 16.—W. A. Healy, Jr., who recently resigned from the sales force of Super Tire Service, has joined the General Tire Service Company. Healy was formerly with the wholesale division of the United States Rubber Company at the Hartford branch.

COOPER BUSINESS HEAD OF TURK NASH SALES

East Liverpool, O., Oct. 16.—The appointment of Harry W. Cooper of Cleveland as business manager of the Turk Nash Sales Company has been announced by Michael Turk, president, who will retain the office of controlling head of the company.

SMALL CAR FAVORED BY BRITISH PUBLIC

London, Oct. 16.—Some of the trend which has been noticeable in American motor cars are continued in the British models on display at the Olympia Show, which opened in London today. These include improvements in transmission, light steering, more powerful and more sensitive brakes and low slung bodies.

Small bore long-stroke engines have been developed, as a result of which cars carrying closed bodies and four passengers can attain a speed of 70 m. p. h.

More accessories which contribute to the comfort of the passengers have been added in an effort to capture what has been considered the American car market.

Neither eight-cylinder cars nor cars with supercharged engines are favored. The biggest market is expected to be among purchasers of four-passenger closed models of seven to nine horse power, priced from $675 to $750.

The six-cylinder car selling at about $1,250 is the most popular type with the manufacturers. It will attain a speed of sixty to seventy m. p. h., run twenty-eight miles per gallon of gasoline and up to 15,000 miles per set of tires. In addition to the usual standard equipment of typical American cars it is equipped with sliding roofs and heat control for closed models.

With more than 2,000,000 unemployed and with the income tax of $1.08 in each $5 of unearned income, the prospects for the luxury car are not highly considered this year.

J. M. TEAGUE JOINS U. S. TIRE CO. RANKS

Newark, N. J., Oct. 16.—The J. M. Teague Company, 75 Sussex Ave., has joined the ranks of United States tire dealers. Mr. Teague started in business ten years ago in a small store at Central Avenue and South 12th Street. Three years ago he moved to new quarters at 75 Sussex Ave.

COMING EVENTS

OCTOBER

11-26—**Dallas, Tex.** Southwestern Automobile show.
16-25—**London, England.** Olympia Motor Show.
20-22—**Atlantic City, N. J.** National Hardware Association convention.
20-24—**Atlantic City, N. J.** Middle Atlantic Automotive Jobbers' Association convention.
22-23—**New York.** Steel Founders' Society of America, Inc., meeting at Hotel Roosevelt.
22-24—**Pittsburgh, Pa.** Society of Automotive Engineers transportation meeting.

NOVEMBER

3- 6—**Chicago, Ill.** National Tire Dealers Association convention.
7- 8—**Cleveland.** National Battery Manufacturers Association meeting at Hollenden Hotel.
6-16—**Berlin, Germany.** International Automobile Show.
8-15—**Chicago, Ill.** Automobile Salon at Drake Hotel.
10-11—**Cleveland.** Associated Manufacturers of Fabric Automobile Equipment meeting at Hollenden Hotel.
10-13—**Chicago.** American Petroleum Institute meeting at Stevens Hotel.
18-19—**Chicago.** National Association of Finance Companies' annual convention.
13-19—**Cleveland, O.** Motor and Equipment Association and National Standard Parts Association. Joint Show.
13-23—**Paris, France.** Commercial Vehicle Salon.
14-15—**Los Angeles.** Western Motor Clubs conference.
30-Dec. 6.—**New York city.** Automobile Salon at Commodore Hotel.

DECEMBER

6-17—**Brussels, Belgium.** Automobile Exhibition.

JANUARY

3-10—**New York.** National Automobile Show.
8—**New York City.** Society of Automotive Engineers' annual dinner.
10-16—**St. Louis, Mo.** National Roadbuilders' show and convention.
10-17—**Philadelphia.** Automobile Trade Association annual show.
10-18—**Newark, N. J.** Automobile Show.
17-24—**Boston.** Automobile Show.
17-24—**Detroit, Mich.** Annual Show, Convention Hall.
17-24—**Baltimore, Md.** Automobile Show.
19-23—**Detroit, Mich.** Society of Automotive Engineers' annual meeting.
24-31—**Chicago, Ill.** National Automobile Show.
24-31—**Cleveland.** Automobile Show.

FEBRUARY

1- 7—**Minneapolis, Minn.** Automobile Show.
3- —**Minneapolis.** Auto Trade Association convention.
7-14—**Los Angeles.** Automobile Salon.
7-14—**Kansas City.** Automobile Show.
14-21—**Omaha, Neb.** Automobile Show.
16-20—**San Francisco.** Society for Steel Treating National Western Metal and Machinery Exposition.
21-28—**San Francisco.** Automobile Salon.

MERCHANDISING
ACCESSORIES
EQUIPMENT

WHOLESALE

DISTRIBUTION
SHOP EQUIPMENT
REPLACEMENTS

Sale of Winter Items Boosts Jobber Volume in Montreal

By ROY CARMICHAEL

MONTREAL, Oct. 16.—**With the slump from mid-August to mid-September undoubtedly over, there is a fair amount of buying of winter goods such as antifreezes, chains, alcohol, etc., for out-of-town accounts, jobbers here report.**

With few exceptions, jobbers say that the country trade is much better than either city or suburban, and this is an encouraging sign, as it shows that the purchasing power of the average out-of-city buyer and user of cars and trucks, etc., is still quite high, considering the depressed state of trade.

In the retail city trade, collections, or, rather, "non-collections," is the worst feature of the local market, and this will quite probably be a drawback during the entire winter season, as the average metropolitan dweller is hard-up, with a struggle on his hands to meet current fixed charges of the household budget.

There is, however, a faint silver lining in that there is very little citting of prices this year, the ethics of the trade showing a tendency to very much improve under the stress of finding custom.

But, taking the situation in the light of general business conditions, there would appear little reason for pessimism, the accessory business having pretty well reached a level of standardization in the past few years, inasmuch as automobile traffic is on the increase, thereby creating a steady demand on accessory stocks of merchandise year in and year out.

Editor's Column

APPROACH of the second important phase of the year in servicing and maintaining the country's millions of automobiles finds the M. E. A. "Care Will Save Your Car" campaign playing a prominent part in the drive for increased business.

Now, with cold weather approaching, the impressive national advertising is urging car owners to "Prepare NOW for Winter Driving" by making their automobiles safe, dependable, comfortable and presentable. The two-page spread, in colors, which appeared recently ties in directly with the efforts of automotive manufacturers, jobbers and dealers to increase the wave of service and accessory sales which winter will stimulate.

Proofs of this impressive piece of copy were supplied to manufacturers' and jobbers' salesmen to assist them in carrying the message to the trade. In addition, all of the enfranchised dealers have been supplied with proofs so they may display this sales message prominently and identify their business more closely with the program.

These dealers were also urged to continue telling car owners in their communities about the advantages of preventive maintenance by using with which they have been provided. the localized advertising service Competition for this winter servicing business will be more intense than usual, because all classes of the trade are concentrating on efforts to get as much of the business as they can. Consistent and well-planned advertising will benefit those who use it. Local identification with the "Care Will Save Your Car" campaign will give dealers a decided advantage over competition, and this fact is expected to result in a further stimulation of the sale of franchises to dealers by the M. E. A. jobber salesmen.

Winter driving introduces a whole new set of conditions which must be faced by the motorist. Preventive maintenance, as advocated in all of the advertising materials in the campaign, will enable the driver to meet the new conditions successfully and at lowest final cost.

Cold weather, which demands that the car must be in first-class condition mechanically if it is to start easily and operate economically, can be offset if the motorist practices preventive maintenance. Winter riding discomforts and hazards can be minimized through the addition of needed accessories and the replacement or repair of worn parts. Additional services and supplies will be needed if cars are to be kept looking their best against the attacks of the elements. There is hardly a part or a unit of an automobile that does not call for regular inspection and additional care during the winter months.

It is up to the jobber and his salesmen to sell the idea to the trade, so that it may, in turn, sell it to the car owner.

Wholesale Brevities

Camden, N. J., Oct. 16.—Heimbach's Auto Supply House, Inc., 1025 Mount Ephraim Ave., this city, has been appointed distributor for Pennzoil.

Hartford, Conn., Oct. 16.—The Stewart Warner Sales Company, 45 Wells St., has taken on the distribution of Perfection car heaters throughout this section of the state.

Rahway, N. J., Oct. 16.—Kant-Rust Products Corporation recently inaugurated a radio broadcasting program which is put on over Station WNJ of Newark, Sunday mornings from 10 to 10.30. At this time an automotive expert answers questions which may be phoned or written to the station.

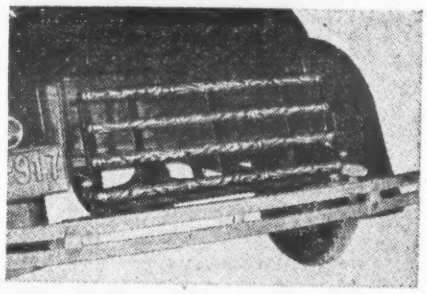
Buffalo, N. Y., Oct. 16.—The Central Buffalo Garage has been established here at 1 Edith St., under the management of Anthony J. Hartman. A feature of the business is the separate automotive accessories and equipment department.

Kansas City, Oct. 16.—The Stowe Supply Company has just held its annual sales conference. About forty-five members of the "Stowe Family" attended the conference, which was presided over by O. L. Moore, general sales manager.

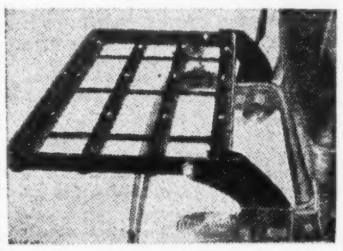
J. H. WILLIAMS & CO. PLANS NEW STORAGE BUILDING

Buffalo, N. Y., Oct. 16.—The firm of J. H. Williams & Co., manufacturer of chrome - molybdenum wrenches and tools, has filed plans with Tonawanda town clerk for the erection of a one and two-story storage building and plant extension. The new unit, to be built of brick and steel, will cost $50,000, exclusive of machinery and equipment installations.

Bellevue Handydek Carrier



THIS CARRIER, which is known to the trade as the "Luggage Carrier Beautiful," has been redesigned and greatly simplified by the Bellevue Manufacturing Company of Bellevue, O. No side toggle arms or brackets limit the width of the load which may be carried. The entire top deck is available for use



THE DECK is drawn from one piece sheet steel, and is trimmed with oval metal cross-strips, finished in walnut grain and fastened with decorative, plated "T" head bolts. A simplified installation has been included in the redesign.

The use of lock nuts instead of washers insures smoother action, and lessens the possibility of developing rattles and losing parts.

The Improved Handydek is available in two finishes, brilliant chrome plate or glossy black enamel. It is supplied for Chevrolet, A Ford, Dodge Bros. 6, De Soto 6, Chrysler 6, Plymouth, Oakland and Pontiac, at list prices ranging from $10 to $15.

IMPERIAL OIL CO. TO SELL TIRES IN CANADA

Ontario, Oct. 16.—Tire stocks will be placed with service stations of the Imperial Oil Company, Ltd., here this month and throughout Canada as soon as possible, C. O. Stillman, president, said in Montreal yesterday. The company, a subsidiary of the Standard Oil Company of New Jersey, is to distribute tires and tubes throughout the Dominion, as the parent company and other subsidiaries do in the United States.

CUMULATIVE NEW PASSENGER CAR REGISTRATION STATISTCS, SEPTEMBER, '30

Returns for today: Maryland, Montana and South Carolina

States	Auburn	Austin	Buick	Cadillac	Chevrolet	Chrysler	Cord	DeSoto	Dodge	Durant	Essex	Ford	Franklin	Gardner	Graham	Hudson	Hupmobile	Jordan	La Salle	Lincoln
Delaware		3	75	9	96	18		4		7	11	195	1		1	8	3		4	3
Illinois	43	35	783	107	2167	310	12	158	206	31	176	3688	60	5	132	110	78		110	30
Maryland	2	2	182	13	731	49	1	17	22	12	41	867	15		30	23	21	1	8	4
Montana	3	1	41	3	136	17	1	7	9	5	19	159	4		4	8	4		2	
N. Dakota		4	64		354	16	1	7	11	14	23	438	1		10	7	2		1	
S. Ca'lina	1	9	49	3	390	13		13	18	1	9	622			1	10	3		1	2
Utah	9	2	58	6	209	8	3	13	19	19	23	320	4		19	6	4		3	1
Wisconsin	14	10	362	15	1103	119	2	58	64	24	89	1504	9	1	46	72	22		13	4
Total	72	66	1614	156	5186	550	20	277	349	113	391	7793	94	6	243	244	137	1	142	44
Dela., '29	3		71	4	138	12	1	2	4	17	18	234	2		1	7	15		12	2
Ill., '29	106		1416	115	3230	580		322	519	135	614	6261	58	12	373	333	394	10	192	49
Md., '29	5		235	13	827	95	2	40	58	25	152	1182	16		53	56	67	1	18	6
Mont., '29	9		86		345	45	1	28	49	24	51	547	10		20	23	15		6	
N. D., '29	2		117		645	43		17	42	31	49	1202	1		32	24	14		1	
S. C., '29			73	1	764	40		39	33	5	39	1380	2		8	16	6		1	1
Utah, '29	21		77	8	297	19	3	36	35	60	59	617	11		30	34	27		5	1
Wis., '29	14		614	18	1596	226	3	110	165	96	313	2818	9	3	167	131	97		22	11
Total, '29	160	*	2689	159	7842	1060	10	594	905	393	1295	14241	109	15	684	624	635	11	257	70

States	Marmon	Nash	Oakland	Oldsmobile	Packard	Peerless	Pierce-Arrow	Plymouth	Pontiac	Reo	Studebaker	Stutz	Viking	Whippet	Willys	Willys-Knight	Windsor	Miscellaneous	Totals
Delaware	2	4	8	3	9			14	15		7			3	5	1		1	510
Illinois	60	228	85	186	201	8	42	331	356	46	401	12	18	40	114	60	5	12	10,446
Maryland	7	53	13	30	19	2	7	81	99	21	52			11	17	7	3	1	2,464
Montana	2	10	6	3	1		1	18	12	2	12			3	7	4			504
N. Dakota	7	25	8	8	1			45	43	4	24		2	27	35	4			1,186
S. Ca'lina		10	9	5	5			29	17	5	11			1					1,237
Utah	1	27	7	6	7		1	13	26	7	22		2	5	5				855
Wisconsin	22	184	68	83	26	2	12	217	225	21	184		10	47	109	15		1	4,757
Total	101	541	204	324	269	12	63	748	793	106	713	12	32	137	292	91	8	15	21,959
Dela., '29	1	22	7	9	17		2	16	28		8			18		9			680
Ill., '29	131	450	188	503	445	51	38	508	805	94	513	34	51	457		132	16	72	19,207
Md., '29	12	77	26	77	53	6	12	77	161	16	62	2	3	68		18		1	3,522
Mont., '29	13	47	9	21			2	68	51	3	32		3	59		17		2	1,586
N. D., '29	31	71	25	32	4			89	85	1	41		2	117		20		1	2,739
S. C., '29	21	13	13	20	11			46	63	4	14		4	20		2			2,639
Utah, '29	7	58	11	40	17			10	24	5	23	2	2	23		5			1,567
Wis., '29	44	219	81	202	55	18	18	276	405	23	230	4	13	304		55		18	8,378
Total, '29	260	957	360	904	602	75	72	1090	1622	146	923	42	78	1066	*	258	16	94	40,318

*Not in production at that time.

Stewart Dealer's Business Up in 1930 on 16-Year Policy

By A. C. BUCK

"THE truck business needs just plain, honest men; sell the right truck for the job, help it to perform efficiently and be honest with yourself and the customer," W. Mort Martin, head of the Martin Truck Company, Stewart truck distributor, Indianapolis, Ind., said in sizing up the future of the business.

To show how a well-thought-out program produces results, Mr. Martin the other day took from his desk a reprint from an automotive periodical bearing date of August 18, 1920, quoting the Indianapolis distributor in the same words.

In substantiation of his assertion that the doctrine was one which had stood the test of time, Mr. Martin produced another and later printed sheet bearing such brief messages to truck operators as these:

"Stewart sales increased 60 per cent. in 1929."

"Repeat sales, 84 per cent. in 1929."

"Nine owners have purchased from ten to thirty-six Stewarts."

"More than 500 owners have purchased from one to three Stewarts."

"Thirty-seven Stewart owners have purchased from four to nine Stewarts."

These records, he pointed out, pertain to his own business which, incidentally, is 25 per cent. ahead of 1929 this year.

"We are selling and servicing trucks now just as we did in 1920," Mr. Martin said, "and the success of our methods might well be indicated by the above records and by the fact that during the last six years our repeat business, upon which we place strong dependence, has never fallen below 64 per cent.

"Our service department, spacious and well equipped, is manned by expert workmen trained to the necessity of meeting the most exacting demands of the customer. Quick, efficient service is available to the user of Stewart trucks, and no other machine is serviced by our men. We urge a ten-day regular inspection, a service offered free to our customers, and it is through this largely that satisfactory operation is kept at peak and that Stewart has been kept among the leading sellers in this terriory."

Visualizing the future, ten years ago, Mr. Martin saw the motor truck taking a large share of the local transportation, all the short haul work, and leaving the steam lines to handle the long hauls. His forecast finds fulfillment in the records of interurban traction systems operating in central Indiana, most of which are, or have been, in receivership with several receiver suits petitioning abandonment.

Mr. Martin came into the truck picture after several years as a harness manufacturer, stepped across the breach between the horse and the motor truck after it became apparent that the speed and increased load capacity of the truck was soon to relegate the slower made of transport into obscurity, and in dealing with today's problems he points to others of his words spoken in 1920:—

"Selling motor trucks is just business is to be left along the highway, in the smaller territory who is not looking after every avenue of busines is to be left along the highway.

"But trucks must be sold RIGHT; that is, the truck must measure up to the work that it is expected to do. The sale is not completed when the order is signed. Service is the thing which the purchaser wants, and the dealer must build his business—and that of the manufacturer—on the furnishing of better transportation to the user."

And Mr. Martin is still drilling honest selling into his sales force and his service personnel; he has, as he advocated in his article ten years ago, stuck to one line of merchandise, and, after sixteen years in the business, is still telling his customers the Stewart is the best truck in the world, and his service department is lending him factory-trained co-operation and workmanship in an effort to prove it.

Consistency is one of the firmest pillars in the foundation upon which the Martin Truck Company has rested throughout these years, and in all departments of his business this feature is outstanding. Year in and year out, the Martin advertisement appears in the local newspapers at regular intervals, and this, backed by a broad direct-by-mail system, and the personal association of Mr. Martin with his customers, as one business man with another, has brought consistency in business growth that even the 1930 depression could not turn downward.

W. MORT MARTIN

CLARK

STRENGTH— beyond any normal need.

LOW COST— due to large volume production.

ACCURACY— assured by special automatic machines.

CLARK METAL WHEELS

CLARK EQUIPMENT COMPANY
Buchanan Michigan

AXLES
Front & Rear
WHEELS
Single or Dual Tire
CAST STEEL HOUSINGS
TRANSMISSIONS

VACUUM OIL ACQUIRES QUEEN CITY PRODUCTS

Cincinnati, Oct. 16.—The Vacuum Oil Company has acquired a controlling interest in the Queen City Petroleum Products Company here, wholesaler of petroleum products and operator of a string of filling stations in southwestern Ohio. No change in policies of the new company is contemplated.

Queen City was organized in 1923. In 1929 sales amounted to more than $1,300,000, on which net profit after Federal taxes of $88,899 was realized.

This is the third acquisition in the Middle West to be announced recently by the Vacuum Oil Company. Other purchases were the White Star Refining Company of Detroit and the Wadhams Oil Company of Milwaukee.

BERLIN SHOW TO BE HELD IN FEBRUARY

Washington, Oct. 16.—The German Association of Automobile Manufacturers has decided to hold its annual automobile show next February in Berlin, the Department of Commerce was advised today. The motorcycle manufacturers have decided not to participate in the show, which will, therefore, contain only passenger cars, trucks and accessories.

HAROLD STANTON JOINS FIRESTONE SERVICE

Longview, Wash., Oct. 16.—Harold Stanton of this city has joined the staff of Firestone Service Stores, Inc. He succeeds Everett Pomeroy, who has become associated with the Perkins Motor Company of Kelso, Hudson-Essex and Willys-Knight-Whippet dealer.

Business Continues Fair in Duluth New Models Stimulate Interest

(Continued from Page 2)

automobiles in Duluth and is both stimulating and encouraging to those dealers who are prone to look on the pessimistic side just at this time.

Showing the facts and the figures to the Automotive Daily News correspondent, this company did a good business in new automobile sales in September that was eight-tenths per cent. above normal, and it is working hard for a higher increase during the closing months of 1930. This company also reports that the used automobile business in September was very good in both volume and in the good prices obtained.

Kent Motors, Inc., Willys-Knight and Whippet dealer at 210 East Superior St., reports that both new and used automobile sales in September were below September of 1929. This company reports that the Willys-Knight 66 has been a very good seller in 1930, but that the Willys 6 was even better.

Another bright spot in the retail sales situation in Duluth is the report of Richard Burke, manager of Reo-Duluth, Inc., Reo dealer, at 206 East Superior St., in Duluth. Mr. Burke reports that the new Reo Royale model has caused such interest in Duluth that a crowd of about 12,000 viewed this model in the showrooms inside of two days. Five sales of this model were made in two days without giving a demonstration, Mr. Burke reports. The new model 25, with a new style body, is also going over good.

Mr. Burke reports that new automobile sales in September were good, while used automobile sales were so good that he had to advertise the week of September 28 for used automobiles. Prospects for this company are reported as good.

New Car Sales in Erie Co., N. Y., Continue to Show Downtrend

BUFFALO, Oct. 16.—Automobile sales in Buffalo have taken a more decided drop in the last sixty days than those of any other period of this year, reports of new car registrations indicate. Dealers are hopeful that the steadily accumulating demand will result in an improvement in business toward the end of the year.

Here are the new car registrations for Erie county, in which Buffalo is situated, by months for each of the past three years, to date of October 1:—

	1928	1929	1930
January	933	1,416	1,077
February	1,294	1,690	1,377
March	2,449	3,568	2,482
April	2,953	3,903	3,687
May	3,142	3,945	3,527
June	2,049	3,029	1,860
July	3,033	4,005	2,497
August	2,718	2,972	1,564
September	1,783	1,886	1,137
Nine months	20,356	26,414	19,208

Ford is the only car to show a gain in sales for the first nine months of this year in this market, with an increase of 8 per cent. over the same period of 1929.

CHRYSLER CORPORATION INJUNCTION MODIFIED

Chicago, Oct. 16.—Preliminary injunction obtained by Detroit Motor Appliance Company, subsidiary of Pines Winterfront Company, restraining Chrysler Corporation and its Minneapolis dealer from selling cars equipped with automatic radiator shutters after October 15 has been modified to make effective date October 27.

CLEVELAND CUTS PRICE OF GASOLINE 3 CENTS

Cleveland, Oct. 16.—A 3-cent cut in the price of a gallon of gasoline, both high and low test, was announced by refiners here today, effective tomorrow. The new prices will be 16 cents for low and 19 for high test, including state tax.

Precision built — not as an end in itself; but as a practical means to achieve trouble-free low-cost operation.

WISCONSIN AXLES

WISCONSIN AXLE CO.
OSHKOSH WISCONSIN

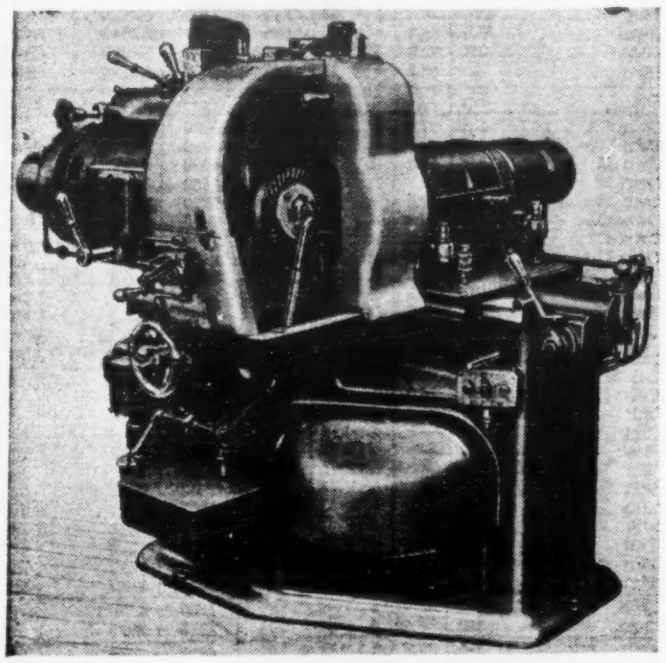
Cumulative New Commercial Car Registration Statistics, September, 1930

Returns for today: Delaware, South Carolina and District of Columbia

States	Autocar	Brockway-Indiana	Chevrolet	Diamond-T	Dodge	Essex	Fargo	Federal	Ford	G. M. C.	International	Mack	Paige	Relay	Reo	Republic	Rugby	Sterling	Stewart	Studebaker	Whippet	White	Willys	Willys-Knight	Miscellaneous	Totals	States
Delaware	4		25		1		1		48	1	4								1							85	Delaware
Illinois	13	3	497	39	43		4	5	714	15	93	10	2	1	12	1	3	7	1		5	20	5	2	39	1534	Illinois
N. Dakota			148	1	8		2		153	3	95				3		1			3		1	4		2	424	N. Dak.
S. Carolina			128		3			1	179		3	4			3		1								3	325	S. Car.
Utah			91		5				149	13	13	2	1		5		3			2		3	1		6	294	Utah
Wisconsin			266	14	15	1		3	402	9	50	1		3	8			4	2	1	2	1	8		9	799	Wisconsin
Dist. of Col.	4	1	34	6	6		1	2	114	4	7	8				2	1					1	4			195	D. of C.
Totals	21	4	1189	60	81	1	8	11	1759	45	165	25	3	4	31	3	9	11	4	6	8	29	18	2	59	3656	Totals
Del., 1929	1		42		2			1	42	3	5	3							1		2	1				103	Del., 1929
Illinois, '29	10	5	590	51	127	2	16	12	916	20	165	8			53	1		2	1		41	18			106	2144	Ill., 1929
N. D., 1929			238	2	27		9	1	285	16	165				3		2				15	1		1		815	N. D., '29
S. C., 1929			210		13		4	2	187	8	13	1			1		1			1	3	6				450	S. C., 1929
Utah, '29			98		12		2		214	8	14	1			8		8			2	3	1			1	372	Utah, '29
Wis., 1929	1		299	14	34	1	9	5	373	20	60			3	21		1	2	3	1	28	4		1	16	896	Wis., '29
D. of C., '29		1	32	2	3	1			121	12	2	1			4				5		1	5			2	192	D. C., '29
Totals	12	6	1559	69	218	4	40	21	2138	87	424	14		3	90	1	12	4	10	4	93	36		2	125	4972	Totals

Production--Engineering--Factory

New Machines Introduced For Lapping and Testing



GLEASON eighteen-inch hydraulically operated lapping machine

Gleason Works, Rochester, N. Y., have just introduced two new machines, an 18-inch hydraulically operated lapping machine and a spur gear testing machine.

The Lapping Machine

The new lapping machine has been designed for the quantity production of both spiral bevel and hypoid gears. It can be arranged for any size gear commonly used for the final drive of automotive vehicles.

The pinion drives the gear, and as the two rotate the position of the gear is changed continuously and automatically to effect a combined horizontal and vertical movement of the gear relative to the pinion, which results in lapping the entire surface of the teeth. To accomplish this, the gear spindle is journaled in an eccentric sleeve which is oscillated by a cam driven from a separate motor.

After the gears are placed on the spindles, the machine is entirely automatic. It is hydraulically operated and the automatic features and timing are electrically controlled.

When the gears are in position, the lapping guard is swung up, closing the electrical circuit so the machine can be started. The machine will stop if the guards are opened while the machine is running, and it cannot be started again until the guards are closed and the starting button is pushed. This is a safety feature to prevent the operation of the machine with the guards open.

The manufacturers state that relative time of lapping the two sides may be adjusted at will from 30 seconds to 33 minutes per side, and the total time may be varied.

A five horse power 1,500 or 1,800 r. p. m. motor is used for the main drive and is set in the base of the machine. Two small motors, one for the oscillating motion and the other for the lapping compound pump, are funished as standard equipment.

Spur Gear Testing Machine

The Gleason spur gear testing machine was designed to test the running qualities of Spur gears up to 14½-inch pitch diameter. It can be used for testing cluster gears as well as gears with an integral shank, also helicals, herringbones and internal spur gears.

The gears are tested by running them together in pairs or by running several gears successively with a given test pinion. They can be tested with or without load as desired. The load is applied manually.

An outboard support for use with gears having a long integral shank is furnished with each machine. This support bolts directly to the frame, or an overarm type of support can be furnished if desired.

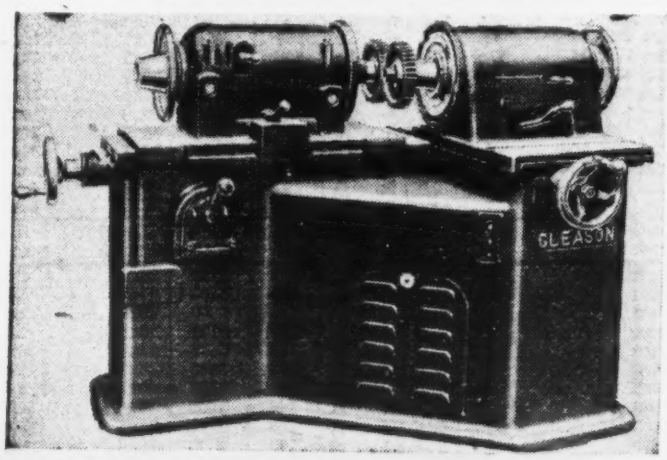
The spindles are driven by a 5 horse power motor mounted in the base of the machine. A variable speed (300 to 1,200 R. P. M.) motor is recommended for the drive.

Equipment furnished includes all gauges, tools, etc., necessary for the operation of the machine. Arbors are not included in the price of the machine, but the manufacturers recommend having them made and shipped with the equipment.

If it is desired to run gears together with a mild abrasive to remove slight roughness occurring in heat treatment, guards, pump, sump and motor can be furnished as extra equipment.

Specifications

Distance between noses of spindles on brake and drive heads, minimum 3 inches, maximum 18 inches.



Gleason Gear Testing Machine

Distance from center of brake head spindle to center of drive head spindle, minimum 3 inches, maximum 10 inches.

When way guards are removed, maximum 10 inches.

Distance between adjustable tail center and nose of brake head spindle, maximum 14½ inches.

Diameter of gear that can be tested, maximum 14½ inches.

Drive spindle and driven spindle ground 3.427 inches at large end, ½ inch taper per foot, 12 inches deep, with 1 27/32 inches diameter hole through.

Special spindle with 3.906 inches bore, ⅝ inch taper per foot, can be furnished at extra cost.

Diameter of drive pulley on machine, 8 inches.

Width of drive belt to motor, 2 inches.

Speed of drive pulley on machine with variable or multi-speed motor 300 to 1,200 revolutions per minute.

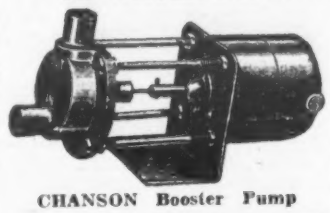
Horse power of motor, 5.

Floor space, 61½ by 77 inches.

Net weight, 4,000 pounds.

Gross weight, 4,300 pounds.

BOOSTER PUMP HELP TO WATER HEATERS



CHANSON Booster Pump

The Chanson Division of the Illinois Iron and Bolt Company, Carpenterville, Ill., has developed a direct-drive motor and two-bladed impeller type pump for use in conjunction with hot water heaters. It has a capacity of one and one-half gallons per minute. The motor operates on six volts, and uses two amperes. The manufacturers claim that it permits the installation of a hot water heater at any convenient point at a distance from the engine, and is particularly desirable in thermo-syphon cooled systems.

FIRESTONE DEVELOPS NEW TRUCK RIM

The Firestone Steel Products Company, Akron, O., has recently developed and is now in production on a new type R truck rim.

The R rim, it is stated, has features that are entirely new in truck rims and yet are interchangable on the same wheels with other types of Firestone truck rims, since the standard 28-degree Firestone mounting bevel has not been altered.

The new rim is made in one piece

Firestone Type R Rim

and is used in conjunction with a locking ring which is easily removed with a tire tool or a screwdriver. No part of the rim or side ring is split, assuring a positive tire seat. The locking ring is riveted at one end to the removable side flange.

The R rim is made in 7-inch, 8-inch and 9-10-inch sizes, in 20-inch, 22-inch and 24-inch diameters, and is recommended for heavy duty service.

Meet the Engineers

TO acquaint its readers with the important, but unsung, members of the automotive fraternity—the engineers who design and build the nation's cars—Automotive Daily News is publishing a series of brief biographies of the engineers of companies producing automobiles, automotive equipment, parts and accessories. These biographies will cover the training and experience of leading engineers and their outstanding contributions to the progress of our industry.

ARTHUR C. WOLLENSAK
Chief Engineer, Sterling Motor Truck Company, Milwaukee.

Arthur C. Wollensak, chief engineer of the Sterling Motor Truck Company, Milwaukee, is a pioneer in the motor truck industry. He started twenty-five years ago with the A. O. Smith Corporation, where, as chief draftsman, he supervised the design of the old Smith-Milwaukee truck, which was then being manufactured by that concern.

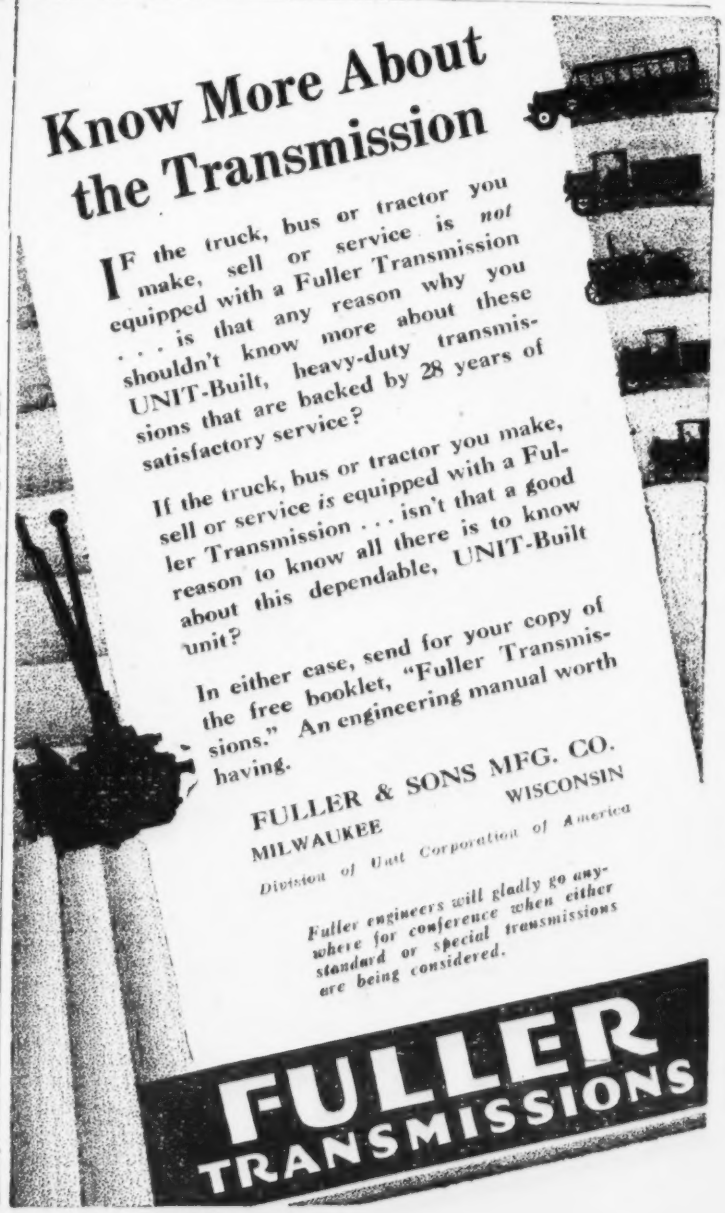
Seventeen years ago he became associated with Sterling, and has had charge of the supervision of their engineering department in that period, during which time many new developments were perfected and incorporated into the construction of the truck.

He gained his technical training through practical work, night school and private tutoring. He has taken an active part in the Society of Automotive Engineers and was one of the organizers of the Milwaukee section. Here he served on many committees, was secretary for several years and has just completed a term as chairman.

He is married, has two children and enjoys a beautiful home recently completed in one of the exclusive residential sections of Milwaukee. He also takes an active part in Masonic work, being a thirty-second degree Mason and a Shriner.

BIFLEX PRODUCT COMPANY OPERATES AT CAPACITY

Decatur, Ill., Oct. 16.—Biflex Products Company, subsidiary of Houdaille-Hershey Company, is operating at capacity with force of 300 men, as a result of the transfer of a large order for metal automobile tire covers and the placing of a large bumpers order with the Biflex. Continuance of operations, however, depends upon conditions of the automotive manufacturing industry, according to plant officials. M. B. Ericson, president of Biflex, is vice-president of Houdaille-Hershey.


Know More About the Transmission
IF the truck, bus or tractor you make, sell or service is not equipped with a Fuller Transmission . . . is that any reason why you shouldn't know more about these UNIT-Built, heavy-duty transmissions that are backed by 28 years of satisfactory service?
If the truck, bus or tractor you make, sell or service is equipped with a Fuller Transmission . . . isn't that a good reason to know all there is to know about this dependable, UNIT-Built unit?
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FULLER & SONS MFG. CO.
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Division of Unit Corporation of America
Fuller engineers will gladly go anywhere for conference when either standard or special transmissions are being considered.
FULLER TRANSMISSIONS

MAJOR SPECIFICATIONS AND MECHANICAL DETAILS OF

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Rear	Front
*Am La France Chief	2	3650	Own	6	3¾x5	33.0	Pw	Str	Vac	DR	Own	C	4	Tim	Wo	31.2	4	D	156	6200	32x6	32x6D
Am. La France W	3-4	3950	Own 2 R	4	4¼x6	28.9	CS	Zen	Vac	AB	Own	C	4	Own	2R	47.4	4	R	160	7200	S36x5	S36x5D
*Am La Fran.Chieftain	3-4	5500	Own	6	4⅛x5⅛	40.8	Pw	Zen	Vac	DR	Own	C	4	Tim	Wo	28.8	4	D	175	7200	S36x8	36x8D
Am. La France V	5	5500	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac	AB	Own	C	4	Own	Wo	54.4	4	R	165	9800	S36x5	S40x6D
Am. La Fran. Big Chief	6	6725	Own	6	4½x6	48.6	Pw	Zen	Vac	DR	Own	C	4	Own	2R	32.8	4W	D	226	10600	S40x8	S40x8D
Am. La France U	7½	6000	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac	AB	Own	C	4	Own	—	63.5	4	R	165	10500	S36x7	S40x8D
Austin	—	*	Own	4	2.2x3	7.8	CS	Til	—	Aut	W-G	U	3	Sal	Sp	—	4	4	75	——	3.75x18	3.75x18
Autocar A	1½-2	3200	Own	6	4 x4¾	38.4	Pw	Str	Vac	DR	Br-L 51	U	4	Own SA	Sp	27.9	4	R	150	5060	34x7	34x7
Autocar D	2-2½	3500	Own	6	4 x4¾	38.4	Pw	Str	Vac	DR	Br-L 51	U	4	Own SD	2R	33.7	4	R	150	5300	34x7	34x7D
*Autocar SH	2½-3	4300	Own	6	4¼x4¾	43.4	Pw	Str	Gra	LN	Own T	U	4	Own H	2R	44.3	R	R	114	6770	34x7	34x7D
Autocar SCH	2½-3	4300	Own	6	4¼x4¾	43.4	Pw	Str	Vac	LN	Own T	U	4	Own H	2R	44.3	R	D	157	6860	34x7	34x7D
*Autocar H	3	4100	Own	4	4½x5½	32.4	CS	Str	Gra	AB	Own T	U	4	Own H	2R	48.6	R	R	114	6770	34x7	34x7D
*Autocar HS	3½	4600	Own	4	4½x5½	32.4	CS	Str	Gra	AB	Own T	U	4	Own C	2R	53.6	R	R	114	7900	40x8	40x8D
*Autocar SHS	3-3½	4800	Own	6	4¼x4¾	43.4	Pw	Str	Gra	LN	Own T	U	4	Own C	2R	53.6	R	R	114	7900	40x8	40x8D
*Autocar SCHS	3-3½	4800	Own	6	4¼x4¾	43.4	Pw	Str	Vac	LN	Own T	U	4	Own C	2R	53.6	R	D	157	8180	40x8	40x8D
Autocar TEA	3-3½	5350	Own	6	4¼x4¾	43.4	Pw	Str	Vac	LN	Own T	U	12	Own TE	2R	101.7	4	D	192	8900	36x8	36x8D
Autocar TFA	3½-5	6100	Own	6	4½x4¾	48.6	Pw	Str	Vac	LN	Own T	U	12	Own TF	2R	101.3	4	D	192	9300	38x9	38x9D
Autocar C	3½-5	5500	Own	6	4½x4¾	48.6	Pw	Str	Vac	LN	Own B	C	4	Own C	2R	61.7	R	D	172	9500	42x9	42x9D
Autocar F	7½	6800	Own	6	4½x4¾	48.6	Pw	Str	Vac	LN	Br-L 70	C	7	Tim	Wo	94.0	4	D	173	11000	36x7S	40x8DS
Autocar G	10	9000	Own	6	4½x4¾	48.6	Pw	Str	Vac	LN	Br-L 70	C	7	Tim	Wo	97.7	WB	D	171	13000	36x8	36x8D
Brockway 65	1	1195	Con	6	3⅜x4⅝	27.3	Pw	Zen	Vac	Aut	Br-L	U	3	Col	Sp	21.3	4	Tr	137	3400	30x5	30x5
Brockway 75	¼	1290	Con	6	3⅜x4⅝	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.6	4	Tr	137	3450	32x6	32x6
Brockway 90	1½	1525	Con	6	3⅜x4⅝	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.6	4	Tr	149	3650	32x6	32x6
Brockway 120	2	1990	Con	6	4 x4⅛	38.4	Pb	Zen	P	Aut	Br-L	U	4	Tim	Sp	—	4	Tr	156	5200	32x6	32x6D
Brockway 140	2	2495	Con	6	4 x4⅛	38.4	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	156	5500	32x6	32x6D
Brockway 170	2½	3160	Con	6	4⅛x4¾	40.8	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	6800	32x6	32x6D
Brockway 195	3	3820	Con	6	4⅛x4¾	40.8	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	7500	34x7	34x7D
Brockway 190	3	4185	Con	6	4⅛x4¾	40.8	Pb	Str	P	Aut	Br-L	C	7	Tim	Wo	—	RV	D	168½	7625	34x7	34x7D
Brockway 220	3½	4560	Con	6	4⅜x4¾	45.9	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	8200	36x8	36x8D
Brockway 250	5	5950	Con	6	4⅜x4¾	45.9	Pb	Str	P	Aut	Br-L	U	4	Tim	Wo	—	4HV	D	182	10000	40x8	40x8D
Brockway 290	7½	7250	Con	6	4¾x5¾	54.15	Pw	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4W	D	182	10750	38x7	40x14S
Brockway 640	10	9700	Con	6	4¾x5¾	54.15	Pw	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4W	R	212	14000	38x7	36x10S
Chevrolet	½	365	Own	6	3 5/16x3¾	26.3	CS	Car	P	DR	Own	U	3	Own	Sp	13.61	4	R	107	1835	4.75x19	4.75x19
Chevrolet	1½	520	Own	6	3 5/16x3¾	26.3	CS	Car	P	DR	Own	U	4	Own	Sp	33.46	4	R	131	2375	30x5	30x5
Commerce Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	Pb	Zen	Vac	Aut	Br-L 20	U	4	Tim 54006	Sp	29.2	4	D	162	4500	32x6P	32x6D
Commerce Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Br-L 35	U	4	Tim 63702	Wo	34.8	4	D	168	4900	36x6	36x6D
Commerce Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Br-L 35	U	4	Tim 63702	Wo	34.8	4	D	168	5100	36x6P	36x6D
Commerce Series 60	2½	4580	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Tim 65706DH	Wo	63.0	4	D	175	7000	36x6P	36x6D
Commerce Series 60	3	4680	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Tim 65706DH	Wo	63.0	4	D	175	7100	36x6P	36x6D
Commerce Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700DP	Wo	98.2	B	D	175	8200	36x6S	36x12S
Commerce Series 80	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700DP	Wo	98.2	B	D	175	8400	36x6S	36x12S
Commerce Series 100	5	5830	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 68700DP	Wo	95.0	B	D	175	9600	36x6S	40x14S
Day Elder 60	1	1195	Con 25 A	6	3⅜x4	27.3	Pw	Zen	P	DR	W-G	U	4	Tim	Sp	36.3	4	R	135	3200	20x6.00B	20x6.50B
Day Elder 85	1½	1645	Con 16 C	6	3⅜x4⅝	27.3	Pw	Zen	P	DR	W-G	U	4	Tim	Sp	42.3	4	R	135	3750	20x6.00	20x6.50DB
Day Elder 110	2	2095	Con 16 C	6	3⅜x4⅝	27.3	Pw	Zen	P	DR	Br-L	U	4	Tim	Sp	44.9	4	D	156	4600	20x7.00	20x7.00DB
Day Elder 130	2½	2895	Con 16 R	6	4 x4½	38.4	Pw	Zen	P	DR	Br-L	U	4	Tim	Sp	40.7	4	D	150	6300	20x7.50B	20x7.50DB
Day Elder 160	3	3695	Con 18 R	6	4 x4½	38.4	Pw	Zen	P	DR	Br-L	U	4	Tim	Wo	36.1	4	D	156	6600	20x7.50B	20x9.00DB
Day Elder 200	4	4295	Con 18 R	6	4 x4½	38.4	Pw	Zen	P	DR	Br-L	U	4	Tim	Wo	43.5	4	D	156	7400	20x9.00B	20x9.00B
Day Elder 240	5	5500	Con 21 R	6	4⅜x4¾	45.9	Pw	Zen	Vac	DR	Br-L	C	4	Tim	Wo	50.8	4	D	162	9300	38x9P	38x9DP
Day Elder 285	8	6000	Con 21 R	6	4⅜x4¾	45.9	Pw	Zen	Vac	DR	Br-L	C	7	Tim	Wo	71.2	6	D	164	12000	20x8.25B	20x8.25DB
Day Elder 345	10	7500	Con 21 R	6	4⅜x4¾	45.9	Pw	Zen	Vac	DR	Br-L	C	7	Tim	Wo	79.9	4	D	164	12500	20x9.00B	20x9.00DB
Day Elder 402	12	8500	Con 16 H	6	4¾x5¾	54.2	Pw	Zen	P	DR	Br-L	C	7	Tim	Wo	84.6	4	D	164	14000	20x9.75B	20x9.75DB
Diamond T 200	1	785	Bud	4	3¾x4½	22.5	*Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	128½	3050	30x5	30x5
Diamond T 215	1	885	Bud	6	3⅜x4	27.3	Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	135½	3150	30x5	30x5
Diamond T 290	1½	1475	Her WXA 2	6	3½x4½	29.4	Pb	Zen	Vac	Aut	Cov	U	4	Col	Sp	—	4	D	156¼	4160	30x5	30x5D
Diamond T 303	2	1745	Her WXB	6	3¾x4½	33.7	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	160¾	4850	32x6	32x6D
Diamond T 551	2½	2250	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	168	5600	32x6	32x6D
Diamond T 503	2½	2660	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Wo	—	4	D	174	6200	34x7	34x7D
Diamond T 506	2½	2820	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Wis	2R	—	4	D	172½	6300	34x7	34x7D
Diamond T 602	3	3440	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	4	D	169½	7500	36x8	36x8D
Diamond T 606	3	3500	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	U	4	Wis	2R	—	4	D	186	7500	36x8	36x8D
Diamond T 700	3½	3740	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	R	D	162	8100	S36x5	S36x10
Diamond T 801	4	4140	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Br-L	C	7	Own	Wo	—	6WH	D	189½	8300	36x8 4 wh	36x8
Diamond T 1000	5	4420	Her YXC 2	6	4½x4¾	48.6	Pb	Zen	Gra	Aut	Br-L	C	4	Tim	Wo	—	R	D	170½	9700	S36x6	S40x12
Diamond T 1200	6	5600	Her YXC 2	6	4½x4¾	48.6	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4RW	D	180	11000	34x7 4 w h	34x7D
Diamond T 1600	8	6220	Her YXC 3	6	4⅝x4¾	51.3	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4RW	D	190	11700	36x8 4 wh	36x8D
Diamond T 1601	8	7500	Wak 6 R B	6	5 x5¾	60.0	Pb	Zen	Gra	Mag	Br-L	C	7	Tim	Wo	—	4RW	D	194	12500	36x8 4 wh	36x8D
Diamond T 2500	10-12	8000	Wak 6 R B	6	5 x5¾	60	Pb	Zen	Gra	Mag	Br-L	C	7	Tim	Wo	—	4RW	D	194	13100	S36x7 4 wh	36x12S
Dodge Bros. UF10A	½	435	Own	4	3⅝x4¾	21.2	Pb	Car	P	DR	Own	U	3	Own	Sp	14.28	4	D	109	1855	5.00x19	5.00x19
Dodge Bros. F 10 A	½	515	Own	6	3⅛x4⅛	23.4	Pb	Car	P	DR	Own	U	3	Own	Sp	14.28	4	D	109	1960	5.25x19	5.25x19
Dodge Bros. U-1	¾	695	Own	4	3⅝x4¼	21.3	Pb	Car	Vac	NE	Own	U	3	Own	Sp	21.68	4	D	124	2260	5.50x20B	5.50x20B
Dodge Bros DA1	¾	795	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	140	2955	30x5	30x5
Dodge Bros. UF30A	1½	595	Own	4	3⅝x4¾	21.0	Pb	Car	P	DR	Own	U	4	Own	Sp	37.17	4	D	136	2665	6.00x20	32x6
Dodge Bros. F 30 A	1½	695	Own	6	3⅛x4⅛	23.4	Pb	Car	P	DR	Own	U	4	Own	Sp	37.17	4	D	136	2765	6.00x20	32x6
Dodge Bros. F 35 A	1½	1425	Own	6	3⅜x2⅞	27.3	Pb	Zen	P	DR	Own	U	4	Own	Sp	41.43	4	D	140	3780	6.00x20	6.00x20D
Dodge Bros. F 40 A	2	1995	Own	6	3⅝x5	31.5	Pb	Zen	P	DR	Own	U	4	Own	Sp	43.73	4	D	150	5175	6.50x20	6.50x20D
Dodge Bros. F 60 A	3	2645	Own	6	3⅝x5	31.5	Pb	Zen	P	DR	Own	U	4	Own	Sp	48.87	4	D	146	5543	32x6	32x6D
Dodge Bros. F 61 A	3	2575	Own	6	3⅝x5	31.5	Pb	Zen	P	DR	Own	U	4	Own	Sp	48.87	4	D	170	5789	32x6	32x6D
Durant	*¾	495	Con	4	3⅜x4¼	18.2	Pb	Til	Vac	Aut	Own	C	3	Own	Sp	16.16	4	4	107	1670	28x4.75	28x4.75
Essex Commercial	¾	445	Own	6	2⅜x4½	18.2	CS	Mar	Vac	Aut	Own	U	3	Own	Sp	17.8	4	4	110	2150	30x5	31x5.50
Federal D	1-1½	830	Con W 10	4	3⅞x4¼	24.0	Pb	Zen	P	DR	W-G T9	U	4	Cla B374	Sp	40.8	4	Tr	131	3185	6.00x20	32x6
Federal E6	1-1½	1090	Con 17 E	6	3⅜x4	27.3	Pb	Zen	Vac	DR	W-G T9	U	4	Cla B370	Sp	34.6	4	Tr	132	3260	6.00x20	32x6
Federal F7	1½	1525	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	P	DR	Own	U	4	Tim 52005H	Sp	24.3	4	Tr	132	3765	30x5	30x5D
Federal A6	2	1855	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Cla B610	Sp	38.5	4	Tr	151	4580	32x6	32x6D
Federal A6T	2½	2185	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Tim 58000H	Sp	41.3	4	Tr	151	4950	32x6	32x6D
Federal A6TW	2½	2360	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Tim 65001H	Wo	42.0	4	Tr	151	4950	32x6	32x6D
*Federal DSW	2½-3	1050	Con W 10	4	3⅞x4¼	24.0	Pb	Zen	P	DR	W-G T9	U	4	Cla B-374	Sp	40.8	6	Tr	158	3800	6.00x20	32x6
Federal T10B	2½-3	2740	Con 16 R	6	4 x4⅛	38.4	Pb	Zen	P	DR	Own	C	4	Tim 58200H	Sp	36.3	4	Tr	165	6550	34x7	34x7D
Federal T10W	2½-3	2915	Con 16 R	6	4 x4⅛	38.4	Pb	Zen	P	DR	Own	C	4	Tim 65201H	Wo	44.0	4	Tr	165	6550	34x7	34x7D
Federal U6	3-3½	3860	Con 18 R	6	4 x4½	38.4	Pb	Str	P	DR	Br-L 55	C	7	Tim 65706HP	Wo	64.6	4	D	165	7220	34x7	34x7D
Federal 4C6A	4-5	4735	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	P	DR	Br-L 55	C	7	Tim 66704HP	Wo	73.6	4	D	192	8330	36x8	36x8D
Federal 4C6AB	4-5	4960	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	P	DR	Br-L 55	C	7	Tim 66704TWP	Wo	73.6	4	D	192	8850	36x8	36x8D
*Federal U6SW	6	6000	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	P	DR	Br-L 55	C	7	Tim SW 200	Wo	71.3	6	Tr	201	9850	34x7	34x7D
*Federal U6SWAB	6	6500	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	P	DR	Br-L 55	C	7	Tim SW 200	Wo	71.3	6	Tr	201	9900	34x7	34x7D
Federal X8	7½	5085	Con B 7	4	5 x6	40	Pw	Zen	Vac	AB	Br-L 60	C	7	Tim 68700DP	Wo	110.9	R	D	162	9750	36x6S	40x14S
Federal X8R	7½	5810	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	P	DR	Br-L 60	C	7	Tim 68700DP	Wo	110.9	R	D	162	10000	40x8	40x8D
*Federal 4C6SW	8	7500	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	P	DR	Br-L 55	C	7	Tim SW 300	Wo	80.8	6	Tr	231	11500	36x8	36x8D
Ford AA	1½	510	Own	4	3⅞x4¼	24.0	Sp	Zen	Gra	Own	Own	U	4	Own	St	42.24	4	R	131½	2723	6.00x20	32x6
Ford AA	1½	535	Own	4	3⅞x4¼	24.0	Sp	Zen	Gra	Own	Own	U	4	Own	St	42.24	4	R	157	3161	6.00x20	6.00x20
F. W. D.—H	1½	3300	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Cotta	C	4	Own	St	38.1	4	R	121	5300	34x7	34x7
F. W. D.—H6	2	3425	Wak	6	3¾x4½	29.4	Pb	Zen	Vac	Eis	Br-L	U	4	Own	St	35.0	4	R	133	5500	34x7	34x7
F. W. D.—BTL4	2	3900	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	84.7	4	R	120	6000	36x8	36x8
F. W. D.—HH6	2½	4000	Wak	6	3¾x4½	33.7	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	101.0	4	R	133	5700	36x8	36x8
F. W. D.—B	3	4200	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	3	Own	St	35.6	4	R	124	6460	36x6S	36x6S
F. W. D.—B 5	3	4525	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	5	Own	St	88.6	4	R	132	6800	36x6S	36x6S
F. W. D.—B T	3	4742	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	101.0	4	R	133¾	7700	40x7S	40x5SD
F. W. D.—U 4	3	4575	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7000	36x6S	36x6S
F. W. D.—C U 6	3½	5120	Wak	6	4 x4¾	38.6	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7200	36x6S	36x8S
*F. W. D.—X 6	6	6500	Wak	6	4¼x4¾	43.3	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	*	4	170	9500	36x8	36x8
Garford Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	Pb	Zen	Vac	Aut	Br-L	U	4	Tim 54010	Sp	29.2	4	D	162	4500	32x6	D32x6

1930 COMMERCIAL CARS BUILT IN THE UNITED STATES

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Garford Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Br-L	U	4	Tim 63702	Wo	34.8	4	D	168	4900	36x6	D36x6
Garford Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Br-L	U	4	Tim 63702	Wo	34.8	4	D	168	5100	36x6	D36x6
Garford Series 60	2½	4580	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Tim 65706 D H	Wo	63.0	4	D	175	7000	36x6	D36x6
Garford Series 60	3	4680	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Tim 65706 D H	Wo	63.0	4	D	175	7100	36x6	D36x7
Garford Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700 D P	Wo	98.2	4	D	175	8200	S36x6	S36x12
Garford Series 80	4	5330	Bud B A 6	6	4⅛x5¼	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700 D P	Wo	98.2	4	D	175	8400	S36x6	S36x14
Garford Series 100	5	5830	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700 D P	Wo	95.0	4	D	175	9600	S36x6	S40x14
Gen. Mot. T11-1001	*3800	625	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Pontiac	Sp	14.7	4	4	109⅝	1980	5.00x19B	5.50x19B
Gen. Mot. T15-1501	*5400	695	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51500	Sp	16.14	4	4	130	2625	5.50x20B	5.50x20B
Gen. Mot. T17-1701	*5500	735	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51505	Sp	16.04	4	4	130	2650	6.50x20B	6.50x20B
Gen. Mot. T17-1707	*6500	750	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51505	Sp	16.04	4	4	130	2670	5.50x20B	32x6
Gen. Mot. T19-2201	*6300	895	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	34.45	4	D	130	2850	5.50x20B	32x6
Gen. Mot. T19-2214	*8500	995	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	34.45	4	D	130	2925	30x5	30x5D
Gen. Mot. T25-2501	*6800	1235	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	29.62	4	D	130	3375	6.00x20B	7.50x20B
Gen. Mot. T25-2509	*8500	1300	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	29.62	4	D	130	3425	30x5	30x5D
Gen. Mot. T30-3206	*9000	1555	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1617	Sp	28.6	4	D	141	4450	6.00x20B	8.25x20B
Gen. Mot. T30-3203	*11000	1605	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1617	Sp	28.6	4	D	141	4525	32x6	32x6D
Gen. Mot. T42-4206	*10600	1735	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1717	Sp	33.38	4	D	141	4575	7.00x20B	9.00x20B
Gen. Mot. T42-4203	*14000	1960	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1717	Sp	33.38	4	D	141	4905	36x6	36x6D
Gen. Mot. T44-4401	*12000	1965	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat T44DR	2R	40.89	4	D	141	4825	32x6	32x6D
Gen. Mot. T44-4404	*15000	2095	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat T44DR	2R	40.89	4	D	141	5095	34x7	34x7D
Gen. Mot. T60-6202	*16500	3035	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Mun	U	4	Tim 65706	Wo	52.53	4	D	154¼	6925	34x7	34x7D
Gen. Mot. T60-6205	*18500	3150	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Mun	U	4	Tim 65706	Wo	52.53	4	D	154¼	6925	9.00x20B	9.00x20DB
Gen. Mot. T82-8202	*19000	3795	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim 66704	Wo	82.2	4	D	155	7500	9.00x20B	9.00x20DB
Gen. Mot. T82-8207	*22000	4070	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim 66704	Wo	82.2	4	D	155	7850	38x7	38x9D
Gen. Mot. T90-9001	*23000	5885	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim SW-200	Wo	76.04	WR	D	185¼	9400	7.50x20B	7.50x20D
Gen. Mot. T90-9004	*28000	6055	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim SW-200	Wo	76.04	WR	D	185¼	9775	8.25x20B	8.25x20DB
*Gramm B	1¾	1495	Lyc 4 SL	6	3¼x4½	25.3	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	34.3	4	Tr	140	3800	6.50x20	6.50x20D
*Gramm C	2	1795	Lyc ASA	6	3⅝x4½	31.54	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	31	4	Tr	160	4820	7.00x20	7.00x20D
*Gramm D	2½	2195	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	33	4	Tr	160	5100	7.50x20	7.50x20D
*Gramm E	3	2595	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	U	4	Tim	Sp	35	4	Tr	160	5300	8.25x20	8.25x20D
*Gramm EY	3	3595	Con 20 R	6	4⅛x4¾	40.80	Pb	Zen	P	Aut	Ful	U	4	Tim	Sp	30	4	D	190	6750	32x6	32x6D
*Gramm T-38	3	3595	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	45	D	R	153	7200	36x5S	36x10S
*Gramm O-45	4	3995	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	75.8	D	R	153	7700	36x5S	36x12S
*Gramm GY	4	4345	Con 21 R	6	4⅝x4¾	45.9	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	28	4	D	210	7200	34x7	34x7D
*Gramm O-60	5	4745	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	78.4	D	R	153	8800	36x6S	36x14S
*Gramm HY	5	6545	Con 16 H	6	4¾x5¾	54.15	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	25.2	4	D	236	9600	36x8	36x8D
Indiana 64	1	1195	Con	6	3⅜x4⅝	27.3	Pb	Str	Vac	Aut	Br-L	U	3	Col	Sp	21.3	4	Tr	137	3435	30x5	30x5
Indiana 74	1¼	1290	Con	6	3⅜x4⅝	27.3	Pb	Str	Vac	Aut	Br-L	U	4	Col	Sp	25.6	4	Tr	137	3450	32x6	32x6
Indiana 11	1¼	1425	Her	4	4 x5	25.6	Pb	Str	Gra	Aut	Br-L	U	3	Cla	Sp	24.48	R	R	129½	3500	30x5	30x5
Indiana 89	1½	1525	Con	6	3⅜x4⅝	27.3	Pb	Str	Vac	Aut	Br-L	U	4	Col	Sp	25.6	4	Tr	149	3650	32x6	32x6
Indiana 111	1½	1630	Her	4	4 x5	25.6	Pb	Str	Gra	Aut	Br-L	U	3	Cla	Sp	26.4	R	R	129½	3600	30x5	32x6
Indiana 111 XW	2	1850	Her	4	4 x5	25.6	Pb	Str	Vac	Eis	Br-L	U	4	Wis	2R	30.14	R	Tr	120	3740	32x6	32x6D
Indiana 120	2	1990	Con	6	4 x4⅛	38.4	Pb	Str	P	Aut	Br-L	U	4	Tim	Sp	—	4	Tr	156	5200	32x6	32x6D
Indiana 140	2	2495	Con	6	4 x4⅛	38.4	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4V	Tr	156	5500	32x6	32x6D
Indiana 115 A	2½	2740	Her	4	4¼x5	28.9	Pb	Str	Vac	Eis	Br-L	U	4	Cla	Sp	42.99	R	Tr	132	4970	32x6	34x7D
Indiana 170	2½	3160	Con	6	4⅛x4¾	40.8	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	6800	32x6	32x6D
Indiana 127 AW	3	3775	Her	4	4¼x5	28.90	Pb	Str	Vac	Eis	Br-L	U	5	Wis	2R	41.72	RV	D	158¼	7000	34x7	34x7D
Indiana 627 AW	3	4075	Wis	6	4 x5	38.40	Pb	Str	Vac	Eis	Br-L	U	5	Wis	2R	41.72	RV	D	156¼	7200	34x7	34x7D
Indiana 195	3	3820	Con	6	4⅛x4¾	40.8	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	7500	34x7	34x7D
Indiana 190	3	4185	Con	6	4⅛x4¾	40.8	Pb	Str	P	Aut	Br-L	C	7	Tim	Wo	—	RV	D	168½	7625	34x7	34x7D
Indiana 220	3½	4560	Con	6	4⅜x4¾	45.9	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	8200	36x8	36x8D
Indiana 250	5	5950	Con	6	4⅜x4¾	45.9	Pb	Str	P	Aut	Br-L	U	4	Tim	Wo	—	4HMV	D	182	10000	40x8	40x8D
Indiana 290	7	7250	Con	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4W	D	182	10750	38x7	40x14S
Indiana 640	10	9700	Con	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4RW	D	212	14000	38x7	36x10S
International AW-1	¾	720	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	Mec	U	3	Eat 517	Sp	17.4	4	2	136	2620	5.25x20	5.25x20
Int. Harvester Sp. Del.	¾	720	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	Mec	U	3	Eat 562 R	Sp	15.1	4	2	124	2200	30x5.25	30x5.25
Int. Harv. 6 Spd. Spec.	1	820	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	Mec	U	3	Eat 1124	Sp	52.6	4	2	124	2430	30x5	30x5
Int. Harvester S-24	1¼	1160	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	DR	Own	U	3	Eat 1002	Sp	21.3	4	2	130	3200	30x5	30x5
Int. Harvester S-26	1¼	1310	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	DR	Own	U	3	Eat 1002	Sp	21.3	4	2	130	3250	30x5	30x5
Int. Harvester SF-34	1½	1450	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	DR	Own	U	3	Eat 1502	Sp	22.6	4	2	140	3520	30x5	32x6
International AL-3	1½	1450	Lyc SLH	6	3¼x4½	25.3	Pb	Zen	Vac	DR	W-G	U	4	Eat 1518	Sp	42.9	4	2	138	4300	6.00x20	6.00x20D
Int. Harvester SF-36	1½	1600	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	DR	Own	U	3	Eat 1502	Sp	22.6	4	2	140	3570	30x5	32x6
Int. Harvester SD-44	2	1590	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	AB	Own	U	4	Eat 2002	Sp	40.6	4	2	117	3700	30x5	32x6
Int. Harvester SD-46	2	1740	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	AB	Own	U	4	Eat 2002	Sp	40.6	4	2	117	3750	30x5	32x6
Int. Harvester SF-46	2	1950	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	DR	Own	U	4	Eat 2002	Sp	40.6	4	2	140	4000	32x6	32x6D
Int. Harvester A-4	2	1985	Own-FBB	6	3⅝x4½	31.5	Pb	Zen	Vac	DR	Own	U	5	Eat 1712	Sp	47.8	4	2	145	5070	32x6	32x6D
Int. Harvester HS-54	2½	3850	Hall-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	RB	Own	U	5	Eat 54	2R	60.5	4	4	148	8000	36x5S	36x8S
Int. Harvester HS-54-C	2½	3850	Hall-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	RB	Own	U	5	Own A M 428	Ch	63.8	4	4	148	8665	36x5S	36x10S
Int. Harvester W-1	2½	3850	Hall-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	RB	Own	U	5	Eat 58	2R	60.5	4	2	148	8300	36x5S	36x8S
Int. Harvester A-5	3	2550	Own-FBB	6	3⅝x4½	31.5	Pb	Zen	Vac	DR	Own	U	5	Eat 2112	Sp	52.6	4	2	156	5606	34x7	34x7D
Int. Harvester HS-74	3½	4850	Hall-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	RB	Own	U	5	Eat 74	2R	70.5	4	4	160	10700	36x5S	40x12S
Int. Harvester HS-74-C	3½	4850	Hall-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	RB	Own	U	5	Own A M 427	Ch	79.1	4	4	160	11000	36x6S	40x12S
Int. Harv's'r HS-104-C	5	5500	Hall-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	RB	Own	U	5	Own A M 427	Ch	90.5	4	4	160	11095	36x6S	40x14S
La France-Repub. A-1	*6000	795	Lyc	6	2⅞x4¾	19.8	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	36.1	4	Tr	132	3000	5.50x20	32x6
La France-Repub. C-1	*7000	1295	Lyc	6	3¼x4½	25.4	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	29.1	4	Tr	144	3300	6.00x20	32x6
La France-Repub. D-1	*9000	1595	Lyc	6	3¼x4½	25.4	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	37.9	4	Tr	144	3725	30x5	30x5D
La France-Repub. F-2	*13000	2395	Lyc	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	40.1	4	D	174	5400	32x6	32x6D
La France-Repub. H-1	*15000	2985	Lyc	6	3⅞x5	36.0	Pb	Zen	Vac	Aut	Ful	U	4	Eat	Sp	36.0	4	D	163	5850	34x7	34x7D
La France-Repub. L-1	*18000	3595	Lyc	6	3⅞x5	36.0	Pb	Zen	Vac	Aut	Ful	U	4	Eat	2R	48.0	4	D	180	6900	36x8	36x8D
La France-Repub. M-1	*20000	3800	Wak	6	4" x4¾	38.4	Pb	Zen	Vac	Aut	Ful	U	5	Eat	2R	62.3	R	D	171	6900	36x8	36x8D
Mack BL	1	2500	Own	6	3¼x5	25.39	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	148	—	B6.00x20	DB6.00x20
†Mack BG	1½	3000	Own	6	3⅝x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	138-156	—	32x6	D32x6
Mack AB	2½-3	3950	Own	4	4¼x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	2R	Opt	R	D	2-Opt	—	36x4S	36x8S
††Mack AB	2½-3	3500	Own	4	4¼x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	Ch	Opt	R	D	2-Opt	—	36x4S	36x8S
Mack AB	2½-3	4750	Own	6	3⅝x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	2R	Opt	R	D	2-Opt	—	34x7	D34x7
††Mack AB	2½-3	4300	Own	6	3⅝x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	Ch	Opt	R	D	2-Opt	—	34x7	D34x7
††Mack B	3-4	5250	Own	6	4 x5½	38.4	Pb	Str	Vac	NE	Own	U	4	Own	2R	Opt	4	D	2-Opt	—	36x8	D36x8
††Mack BC	3½-5	5500	Own	6	4 x5½	38.4	Pb	Str	Vac	NE	Own	U	4	Own	Ch	Opt	4	D	2-Opt		36x8	36x8D
††Mack BJ	3½-5	6150	Own	6	4½x5½	48.6	Pb	Str	Vac	NE	Own	C	4	Own	2R	Opt	4	D	3-Opt	—	36x8	36x8D
††Mack AK	3½-5	5150	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4	J	3-Opt	—	36x5S	36x5DS
††Mack AK	3½-5	5250	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	C	4	Own	2R	Opt	4	D	3-Opt	—	36x5S	36x5DS
††Mack AC	3½-5	4950	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x5S	40x10S
††Mack AC	5½-7	5500	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x6S	40x12S
††Mack AC	7½	6000	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x7S	40x14S
††Mack AP	7½	9500	Own	6	5 x6	60.0	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	R	J	191	—	36x7S	40x8DS
††Mack A C 6-wheel	10	7500	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	—	36x7S	40x12S
††Mack AP 6-wheel	10	12000	Own	6	5 x6	60.0	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	—	36x7	40x12S
Paige	¾	860	Own	6	3¼x4½	25.35	Pb	DL	P	DR	W-G	U	3	Sal	Sp	17.36	4	Tr	115	2465	B5.50x19	B5.50x19
Relay Series 15 A	1	1400	Con 17 E	6	3⅜x4	27.3	Pb	Str	Vac	Aut	W-G	U	4	Own	2R	6.00	4	D	131	3800	P30x5	P30x5
Relay Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Br-L	U	4	Own	R	34.5	4	D	168	5500	36x6	D36x6
Relay Series 50	2	3860	Bud D W 6	6	3¾x5	33.7	Pb	Zen	Vac	Aut	Br-L	U	5	Own	R	58.5	4	D	161	6800	36x6	D36x6
Relay Series 40	2½	3275	Bud D S 6	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Br-L	U	4	Own	R	34.5	4	D	168	5700	36x6	D36x6
Relay Series 50	2½	4000	Bud D W 6	6	3¾x5	33.7	Pb	Zen	Vac	Aut	Br-L	U	5	Own	R	58.5	4	D	161	7000	36x6	D38x7
Relay Series 60	2½	4555	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Own	R	58.5	4	D	175	7350	36x6	D36x6
Relay Series 50	3	4130	Bud D W 6	6	3¾x5	33.7	Pb	Zen	Vac	Aut	Br-L	U	5	Own	R	58.5	4	D	161	7200	36x6	D40x8
Relay Series 60	3	4595	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Own	R	58.5	4	D	175	7500	36x6	D38x7
Relay Series 80	3	5330	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	U	8	Own	R	84.18	4	D	175	8400	36x6	S40x10
Relay Series 60	3½	4745	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Own	R	58.5	4	D	175	7800	38x7	D40x8
Relay Series 80	3½	5330	Bud B A	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Cov	C	8	Own	R	84.18	4	D	175	8600	36x6	S40x12
Relay Series 80	4	5380	Bud B A	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Cov	C	8	Own	R	84.18	4	D	175	8800	38x7	S40x14
Relay Series 100	5	6615	Con 21 R	6	4⅜x4¾	45.9	Pb	Str	Vac	Aut	Ful	U	5	Own	R	58.5	4	D	230	10000	9.00x24	D9.75x24

Major Specifications and Mechanical Details of 1930 Commercial Cars Built in the United States

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Reo D F 129	½	1095	Own	6	3⅜x5	27.3	Pb	Sch	P	DR	Own	U	3	Own	Sp	17.1	4	Tr	129	—	6.00x20	32x6
Reo 15 Junior	½	785	Con 19 E	6	3⅜x4	27.3	Pb	Sch	P	DR	W-G	U	3	Sal	Sp	14.63	4	Tr	115	2290	6.00x18	6.00x18
Reo D F	1	1095	Own C B	6	3⅜x5	27.3	Pb	Sch	P	DR	Own	U	3	Own	Sp	17.1	4	Tr	135	3200	6.00x20	32x6
Reo F A	1½	1295	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	34.32	4	Tr	137	3525	6.00x20	32x6
Reo F E	1½	1395	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	34.32	4	Tr	152	3700	6.00x20	32x6
Reo F F	1½	1395	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	34.32	4	Tr	156	3750	6.00x20	32x6
Reo F H	2	1595	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.6	4	Tr	142	4165	32x6	32x6D
Reo F C	2	1645	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	152	4025	32x6	32x6D
Reo F D	2	1745	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	168	4075	32x6	32x6D
Reo G A	3	2035	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	163	4625	32x6	32x6D
Reo G C	3	2140	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	179	4850	32x6	32x6D
Reo G D	3	2085	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	78.1	4	Tr	144	4570	32x6	32x6D
Reo G C S	3	2375	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	210	5320	32x6	32x6D
Rugby T	½	655	Con	6	3¼x4	25.4	Pb	Str	P	Aut	Own	U	3	Own	Sp	15.6	4	4	—	2160	29x5	29x5
Rugby 6-15	1	865	Con	6	3¼x4	25.4	Pb	Str	P	Aut	Br-L	U	4	Sal	Sp	34.49	4	Tr	135	2900	20x5.50	32x6
Rugby 615	1½	930	Con	6	3¼x4	25.4	Pb	Str	P	Aut	Br-L	U	4	Sal	Sp	34.49	4	Tr	135	3000	5.50x20	30x5D
Selden 7 C	1	1093	Con	6	2¾x4¾	19.84	Pb	Zen	Vac	Aut	Br-L	U	3	Tim	Sp	—	4	D	124	3600	30x5	30x5
Selden 17 C	1½	1500	Con	6	3⅜x4	27.3	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3000	32x6	32x6
Selden 317 C	1½	1610	Con	6	3⅜x4⅝	27.34	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3900	32x6	32x6
Selden 37 C	2	1935	Con	6	3⅜x4⅝	27.34	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	151	4800	32x6	32x6D
Selden 39 C	2½	2920	Con	6	4 x4⅛	38.4	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	164	5800	32x6	32x6D
Selden 47 C B	3½	3785	Con	6	4 x4½	38.4	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	171	7200	34x7	34x7D
Selden 47 C D	4	4435	Con	6	4 x4½	38.4	Pb	Str	Vac	Aut	Br-L	U	5	Wis	2R	—	4	D	171	7600	36x8	36x8D
Selden 67 C	5	4975	Con	6	4⅜x4¾	45.94	Pb	Str	Vac	Aut	Br-L	C	7	Wis	2R	—	4	D	171	8700	36x8	36x8D
Selden 77	7	7365	Con	6	4¾x5¾	54.15	Pb	Str	Vac	Aut	Br-L	C	7	Wis	2R	—	4	D	178	12000	36x7	40x7D
Service Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	Pb	Zen	Vac	Aut	Br-L	U	4	Tim 54000	Sp	29.2	4	D	162	4500	32x6	D32x6
Service Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Br-L	U	4	Tim 63702	Wo	34.8	4	D	168	4900	36x6	D36x6
Service Series 40	2½	3240	Bud D S 6	6	3⅜x5	31.5	Pb	Zen	Vac	Aut	Br-L	U	4	Tim 63702	Wo	34.8	4	D	168	5100	36x6	D36x6
Service Series 60	2½	4580	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Tim 65706 D H	Wo	63.0	4	D	175	7000	36x6	36x6
Service Series 60	3	4680	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Ful	U	5	Tim 65706 D H	Wo	63.0	4	D	175	7100	36x6	D38x7
Service Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700 D P	Wo	98.2	4	D	175	8200	S36x6	S36x12
Service Series 80	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700 D P	Wo	98.2	4	D	175	8400	S36x6	S36x14
Service Series 100	5	5830	Bud B A 6	6	4⅛x5⅛	40.8	Pb	Zen	Vac	Aut	Br-L	C	7	Tim 66700 D P	Wo	95.0	4	D	175	9600	S36x6	S40x14
Stewart 30	1	695	Lyc AFE	4	3¾x4½	22.5	Pb	Str	Vac	DR	W-G	U	4	Sal	Sp	35.1	4	D	130	2905	6.50x20	6.50x20
Stewart 30 X	1	795	Lyc WRG	6	2⅞x4¾	19.8	Pb	Str	Vac	DR	W-G	U	4	Sal	Sp	35.1	4	D	130	2965	6.50x20	6.50x20
Stewart 40	1½	895	Lyc AFE	4	3¾x4½	22.5	Pb	Str	Vac	DR	W-G	U	4	Cla	Sp	35.1	4	D	130	3215	6.50x20	6.50x20D
Stewart 40X	1½	995	Lyc WTG	6	3 x4½	23.8	Pb	Str	Vac	DR	W-G	U	4	Sal	Sp	35.1	4	D	130	3250	6.50x20	6.50x20D
Stewart 34 X	1½	1195	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	W-G	U	4	Cla	Sp	35.1	4	D	145	3526	6.50x20	6.50x20
Stewart 28 X	1¾	1495	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	Ful	U	4	Cla	Sp	44.1	4	D	136	3958	6.50x20	6.50x20
Stewart 29XS	2	1695	Lyc ASA	6	3⅝x4½	25.3	Pb	Str	P	DR	Ful	U	4	Cla	Sp	44.1	4	D	145	4450	32x6	32x6D
Stewart 26 XW	2	2290	Lyc TF	6	3⅝x5	31.5	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	48.1	4	D	165	5095	32x6	32x6D
*Stewart 18 X	2½	2690	Lyc TF	6	3⅝x5	31.5	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	48.1	4	D	165	5788	32x6	32x6D
Stewart 32 X	2½	1990	Lyc ASA	6	3⅝x4½	31.54	Pw	Str	Vac	DR	Ful	U	4	Cla	Sp	46.1	4	D	165	5100	32x6	32x6D
Stewart 35 X	3	2590	Lyc AFD	6	3¾x4½	33.8	Pw	Str	P	DR	Ful	U	4	Cla	Sp	46.1	4	DR	165	5800	8.25x20B	8.25x20D
Stewart 33 X	3	3290	Lyc TS	6	3⅞xi	36.2	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	105.1	4	D	165	6450	34x7	34x7D
Stewart 19 X	3½	3690	Lyc TS	6	3⅞x5	36.2	Pw	Str	Vac	DR	Ful	C	12	Tim	Wo	105.1	4	D	165	7010	36x5	36x10
Stewart 31 X	5	4990	Wak 6 RSL	6	4⅜x5⅛	45.9	Pw	Str	Vac	DR	Ful	C	8	Tim	Wo	82.1	4	D	165	8400	36x6S	36x6SD
Stewart 27 X	6-7	5700	Wak 6 RSL	6	4⅜x5⅛	45.99	Pw	Str	Vac	DR	Ful	U	8	Tim	Wo	93.81	4	D	165	9927	36x7	40x7D
Studebaker GN-P	¾	845	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	15.15	4	‡4	115	2465	6.00x19	6.00x10
Studebaker GN-S	1	1045	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	13.8	4	D	130	2990	6.00x20	30x5
Studebaker GK-N	1	1095	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	13.8	4	D	146	3000	30x5	30x5
Studebaker S-20	1½	695	Own	6	3¼x4⅛	25.4	Pb	Str	P	DR	W-G	U	4	Tim	Sp	36.2	4	4	130	3000	6.00x20	32x6
Studebaker S-30	1½	775	Own	6	3¼x4⅛	25.4	Pb	Str	P	DR	W-G	U	4	Tim	Sp	36.2	4	4	160		6.00x20	32x6
Studebaker S-50	2	895	Own	6	3¼x4⅛	25.4	Pb	Str	P	DR	W-G	U	4	Tim	Sp	37.4	4	4	148		6.50x20	6.50x20D
Studebaker S-60	2	945	Own	6	3¼x4⅛	25.4	Pb	Str	P	DR	W-G	U	4	Tim	Sp	37.4	4	4	160		6.50x20	6.50x20D
Studebaker GN-N	*4000	1245	Own	6	3⅜x4¼	27.3	Pb	Str	P	DR	Cla	U	4	Cla	Sp	33.5	4	D	146	3265	30x5	32x6
Studebaker 77	*12500	2895	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	158	5030	7.00x20	7.00x20D
Studebaker 88	*12500	3295	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	184	5200	7.50x20	7.50x20D
Studebaker 99	*14000	3795	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	184	5680	7.50x20	7.50x20D
Whippet 96 A	½	360	Own 96 A	4	3⅛x4¾	15.6	Pb	Til	Vac	Aut	Own	U	3	Own	Sp	14.74	4	B	103¼	1665	4.75x19	4.75x19
White 15 B		1545	Own GKA	4	3¾x5⅛	22.5	CS	Zen	Vac	L-N	Own	C	4	Own	Sp	18.6	R	R	133½	3402	30x5	30x5
White 60		1850	Own 2 A	6	3½x4½	29.4	Pw	Zen	Vac	DR	Own	U	3	Own	Sp	17.9	4	D	138	3739	30x5	30x5
White 57		2725	Own GRC	4	4 x5¾	25.6	Pw	Zen	Vac	L-N	Own	U	4	Own	Sp	19.3	R	R	146	3935	32x6	32x6
White 20 A		2125	Own GKA	4	3¾x5⅛	22.5	CS	Zen	Vac	L-N	Own	C	4	Own	2R	32.1	R	R	145½	4572	34x5	34x5D
White 61		2450	Own 4 A	6	3¾x4½	33.75	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	23.4	4	D	148	4789	30x5	30x5D
White 56		3125	Own GRC	4	4 x5¾	25.6	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	26.2	R	D	165	5276	36x4S	36x7S
White 51 A		3750	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	35.6	R	D	170	6438	36x5S	36x9S
White 58		4400	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	49.7	D	R	170	6433	36x5S	36x9S
White 55		4650	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	66.1	D	R	174	8737	36x5S	40x5SD
White 52 T		4700	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	76.5	D	R	129½	8461	36x5S	40x5SD
White 52		5100	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	5	Own	IG	92.3	D	R	174	9409	36x6S	40x12S
White 59 A		6000	Own 3 A	6	4 x5¼	38.4	Pw	Zen	P	DR	Own	U	4	Own	Sp	66.5	D	R	155	9775	40x8	40x14S
White 63		5000	Own 3 A	6	4 x5¼	38.4	Pw	Zen	P	DR	Own	U	4	Own	Sp	41.4	4	D	168	8350	34x7P	34x7DP
White 64		6300	Own 1 A	6	4¾x5¾	45.94	Pw	Zen	P	LN	Own	U	4	Own	2R	46.8	4	D	180	9154	36x8P	36x8DP
Willys Six 98 B	½	525	Own 98 B	6	3¼x3⅞	25.35	Pb	Til	Vac	Aut	Own	U	3	Own	Sp	14.23	4	B	110	1904	5.50x19	5.00x19
Willys Six C-101	1½	695	Own 98 B	6	3¼x3⅞	25.35	Pb	Til	Vac	Aut	Own	U	4	Cla	Sp	42.33	4	B	131	2740	5.50x20	30x5
Willys-Knight T-103	1½	825	Own KGT	6	2⅛x4¾	20.7	Pb	Til	Vac	Aut	Cov	U	4	Cla	Sp	42.33	4	B	131	2848	5.50x20	30x5

GENERAL NOTATIONS

*†REFERENCE MARKS apply to individual lines only and explanations are given under the subdivision for each company in the "SPECIAL NOTATIONS."

CAPACITIES given in this table are in tons or fractions of tons. *Shows maximum allowable gross weight in pounds.

WHEEL BASES given are standard, but optional wheel bases are available in many cases.

ENGINE—Bud, Buda; Con, Continental; Her, Hercules; Kgt, Knight; Lyc, Lycoming; Wak, Waukesha; Wis, Wisconsin; Hall, American Car & Foundry.

LUBRICATION—Pb, pressure lubrication to main and connecting rod bearings; Pw, full pressure lubrication to all main, connecting rod and camshaft bearings, including wrist pins; CS, circulating splash; Sp, splash.

CARBURETOR—Car, Carter; Mar, Marvel; Sch, Wheeler-Schebler; Str, Stromberg; DL, Detroit Lubricator; Til, Tillotson; Zen, Zenith-Detroit.

FUEL FEED—Gra, Gravity; Vac, Vacuum tank; P, Fuel pump.

IGNITION — AB, American-Bosch; Aut, Electric Auto-Lite; Eis, Eisemann; L-N, Leece-Neville; N-E, North East; RB, Robert Bosch; DR, Delco-Remy; Mag, Magneto

TRANSMISSION—Br, L, Brown-Lipe; Cov, Covert; Ful, Fuller; Mec, Mechanics Machine; Mun, Muncie; W-G, Warner Gear; Cotta Cotta Gear Company; Cla, Clark Equipment Company.

LOCATION—C, center, amid; U, in unit with engine; J, on jackshaft.

REAR AXLE—Cla, Clark Equipment; Col, Columbia; Eat, Eaton; Sal, Salisbury; Tim, Timken; Wis, Wisconsin.

FINAL DRIVE—IG, Internal gear; St, Straight bevel; Sp, Spiral bevel; Wo, Worm; 2R, Double reduction; Ch, Chain; R Relay drive.

BRAKES—J, Jackshaft; R, Rear wheels; D, Drive shaft; 4, four-wheel; Tr, Transmission; V, Vacuum booster; W, Westinghouse air brake; B, Both front and rear wheels.

TIRES—B, Balloon; D, Dual; S, Solid; P, Pneumatic

SPECIAL NOTATIONS

AMERICAN-LA FRANCE

*Chief model also available as 2½-ton model, 34x7 tire, dual rear, weight 6,400. Price $3,900

Chieftain model also available as Dump Truck, 160-inch wheel base.

Balloon tires optional on Chief, Chieftain and Big Chief models.

AUSTIN

*Price announced in forthcoming issue.

AUTOCAR

*Engines in these models are located under the driver's seat.

DIAMOND T.

Myers Magazine oiling system for chassis optional equipment.

DURANT

*Price includes panel body.
F. W. D.

*Indicates six-wheel model. Special power take-off transmission, which provides 3 power take-offs which may be operated in any transmission speed, optional on all models.

*Foot brake on X6 is a Lockheed type, operating on all six wheels.

FEDERAL

*Six wheelers.

GRAMM

Series	Straight Rating	Add. Wheel Base	Pay Load Range
B	10,000	157-174	1¾ tons
C	11,000	145-198	2 tons
D	13,000	145-196	2½ tons
E	15,000	145-196	3 tons

GENERAL MOTORS TRUCK

*Capacity indicated for each chassis is the recommended gross weight without exceeding rated capacity of tires. The tire size does not affect the straight rating for which chassis is guaranteed and each model is designed to operate satisfactorily under average conditions with loads giving a total gross weight (chassis, body, equipment and payload) equal to straight rating given below. The additional standard wheel base lengths, the number of additional tire types (tire combinations—each type carrying a recommended gross weight) and the ton range on a nominal payload basis for each model is given below.

Model	Straight Rating	Additional Wh. bases, ins.			Addit'l Tire Types	Pay'd Range
T-11	3800	None			None	½
T-15	5400	141			2	¾
T-17	6500	141			6	¾-1¼
T-19	8500	141		151	20	1-2
T-25	8500	141		152	15	1-1¾
T-30	11000	152		164	13	1½-2½
T-42	14000	152	164	181	10	2-3½
T-44	15000	152	164	181	10	2-4
T-60	18500	166¾	184½	200¼	16	2½-4½
T-82	22000	167½	185¼	201	10	3-6
T-90	28000	201		220	5	5-7½

Optional rear axle ratios are available for all models.

MACK

Other wheel bases furnished on all truck models.

On 6-wheel jobs, 4 rear wheels driven by chains, foot brake on 4 rear wheels.

HYP—Hypoid drive, single reduction.
††Made also in tractor models.

REO

Model F A also available in 129-inch wheel base.

RUGBY

F—Chassis weight includes body.

STEWART

Model 30 and 30X can also be supplied in 129 and 140-inch wheel base.
Model 40 can also be supplied in 140 and 160-inch wheel base.
*Model 34X can be supplied in 145, 160 and 176-inch wheel base.
Model 28X can be supplied in 145, 160 and 176-inch wheel base.
Model 29XS can be supplied in 160 and 176-inch wheel base.
*Model 26XW can be supplied in 148, 176 and 190-inch wheel base.
*Models 18X, 32X and 33X can be supplied in 148, 190 and 220-inch wheel base.
*Models 19X, 31X and 27X can be supplied in 148, 172, 190, 220 and 235-inch wheel base.

As optional equipment models 18X, 19X, 33X, 31X and 27X can be supplied with Timken dual reduction rear axle.

STUDEBAKER

*Capacity model GN-N is 4,000 pounds for body, cab, driver and payload.
Maximum gross load, chassis, body and payload for Models 77 and 88 is 12,500 lbs. and for Model 99 is 14,000 lbs.
‡Hand brake same as foot brake, standard. Hand brake on drive shaft, special equipment.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

SEES OPTIMISM AMONG CANADIAN DEALERS

Montreal, Oct. 16.—A better feeling is beginning to prevail among business men and it seems that business has started on the upturn, according to Florian Leduc, general sales manager of the Canadian Willys-Overland Sales Company, Ltd., who arrived here on a tour of the eastern section of Canada.

D. HEMBREE RETURNS TO MILES MOTOR CO.

Nashville, Tenn., Oct. 16.—Dewey Hembree, formerly in charge of the service department of the Miles Motor Company, local Reo dealership, has returned to that firm in the capacity of service manager, it was announced yesterday by Stanley Miles, head of the company.

V. ELLIS TO HEAD MADISON NASH COMPANY

Madison, Wis., Oct. 16.—Victor Ellis has been named president of the Madison Nash Company. B. E. Buckman remains as vice-president and Earl Parker becomes secretary and treasurer. D. H. Beckwith is field manager for the concern.

Commander Byrd Reaches South Pole

Sure he did. It happened last year. Not news any more. Neither is it news that Ford is making model A, that Nash announces a new line, that the M. E. A.-N. S. P. A. will hold a dual show. You can't print real news by the week or month. Hundreds of happenings each week are recorded in Automotive Daily News as quickly as possible after they happen.

Changes in personnel, registrations of cars and trucks, new developments in machinery, shop equipment, parts, accessories, etc.---News of all branches of the industry are published quickly.

Result. Subscribers are willing to pay $12 per year for the service. And it's worth more to them in dollars and cents. Real business news for automotive factory executives, distributors, jobbers, dealers---and so valuable they pass each copy to five more men.

The thoroughness with which Automotive Daily News is read gives it a *reader interest* unequaled by any other medium in the industry.

Couple that with the fact that every advertisement, regardless of size, is easily seen, and you don't have to wonder why the advertising dollar does more in Automotive Daily News than it does elsewhere.

Get the whole story of this publication, its circulation breakdown, its half million bonus distribution each year, the kind of men everywhere who read it. You'll get more value from your trade advertising if you decide to use this paper in 1931.

M. E. A.—N. S. P. A.
DUAL SHOW ISSUES

November 13th, 14th, 15th, 17th, 18th

Every jobber in the country, whether he attends the meeting or not, will receive these valuable numbers.

Big distribution at the Cleveland Show and Convention. No extra charge for selected distribution.

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WHY

» Were Marmon domestic September shipments ahead of September last year?

» Are Marmon retail sales showing substantial increases?

» Are Marmon dealers moving their stocks at a profit?

AND HERE'S THE REASON

Obviously the past month has not been "the biggest month of the biggest year ever" for anybody in any line of business. But, everything considered, the past month has certainly been a sensational September for Marmon. The answer is: The Marmon factory appreciated that something definite and tangible had to be done for dealers—and did it. Marmon did not wait but did it when the dealers really needed it.

We'll be glad to discuss the Marmon policy and program (both present and future) with interested distributors and dealers in open territory.

MARMON

MARMON MOTOR CAR COMPANY • INDIANAPOLIS